A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 6, 1965

Containers:

What they hold for expanding world trade

Business Bulletins *from around the world*

BELGIUM—Kellogg Overseas Corp. of Wilmington, Del., subsidiary of Pullman, Inc., Chicago, leading international engineering and construction firm, opens office in Brussels, Kellogg Overseas of Belgium. New firm will be primarily interested in real estate, sale of building materials.

FRANCE—Compagnie des Compteurs S.A., Paris, signs long-term agreement with Robertshaw Controls Co., Richmond, Va., to increase availability of Robertshaw automatic appliance controls in Common Market nations through jointly-owned companies in France, Italy and Netherlands. Compagnie des Compteurs to acquire 51% interest in Robertshaw's French subsidiary, which will be called Compagnie Europeenne des Thermostats S.A.

GREECE—Draft plan for industrial development for period 1965-69 prepared by Ministry of Industry to serve as temporary guide until general development plan is ready. According to program, gross product of industrial sector should rise by 14% annually and employment of between 15,000 and 20,000 additional workers a year is contemplated. Over five-year period, investment in industry is estimated at $1.3 billion.

IRAN—Iranian Oil Consortium's production of crude oil reached new quarterly high for July-September period. Net fields production of crude oil amounted to 173.7 million barrels, 16.3% increase over production in third quarter of 1964. Production for first three quarters of 1965 was 484.3 million barrels, 9.5% more than in comparable period of 1964. Crude exports during quarter totaled 136.7 million barrels, increase of 18.7% over third quarter of 1964, while oil product exports rose to 25.1 million barrels, up 5.5% over comparable period of 1964.

ITALY—Output of electrical appliances is rising at annual rate of 4% according to survey conducted by Market Research Institute of Perugia University. Production of refrigerators is virtually stationary. Output of large units is rising while smaller refrigerators are down about 10%. Production of washing machines is rising at 10% rate while production and sales of dishwashers are up about 60% above last year. Production, sales of vacuum cleaners, electric irons, and hair dryers reached all-time high.

LIBYA—Production of crude oil begins in Khuff field, Sirte Basin. Rate of production initially expected to average 15,000 barrels daily. Khuff field production is operated by Pan American Libya Oil Co., wholly-owned by American International Oil Co. Four producing wells have been completed. New 19-mile, eight-inch pipeline runs from Khuff field to Beda, where it ties into trunkline leading to Ora and connects with line leading to Ras Lanuf on Mediterranean coast.

MEXICO—Government firm Guanos y Fertilizantes de Mexico to build $1 million plant in Torreon, Coahuila, to produce 66,000 metric tons per year of sulphate of ammonia. Industrias Derivados del Etileno, S.A. announces plans to build $1.7-million specialty chemical plant near Puebla; and Pan American Sulfur Co. tentatively plans to install $20-million phosphate fertilizer plant at Coatzacoalcos, Veracruz, with annual capacity of 450,000 metric tons.

Burroughs Mexicana, S.A. to build $2.8-million plant in Guadalajara, Jalisco, starting in 1965 to manufacture adding machines, later adding calculators.

NORWAY—Exports (excluding ships) reached alltime high in October. Total value was $126 million, a rise of approximately $14 million from September, and approximately $18 million more than in October 1964. Previous record for one month, approximately $121 million, set last March. Imports in October were worth about $165 million, or slightly more than for October 1964. Trade deficit fell from about $53 million in September to approximately $40 million in October. In October 1964, deficit was approximately $56 million.

SAUDI ARABIA—Record budget of $880.2 million adopted for 1965-66, 27.3% increase over previous fiscal year's estimate of $691.5 million. New budget allocates $311.6 million for projects, compared with $169.3 million allocated the previous year. Principal development departments to get $191.1 million as against $164.4 million last year, a 16% increase.

SINGAPORE—Long-standing industrialization drive continues to show results, although since separation from Malaysia there has been little recent investment as private investors adopt cautious attitude. National Iron and Steel Mill, Ltd., has completed expansion program for this year which will enable it to both increase and diversify its production. Firm hopes to double production to 100,000 tons of steel products a year. With help of loan from Singapore Economic Development Board, third bar mill and second electrical furnace to be installed. An electric products firm has begun production of household refrigerators and has announced plans for production and assembly of room airconditioners, electric cookers, high-tension distribution equipment.

UNITED KINGDOM—Steel production declined slightly in October from near record level of September. Official figures just released indicate that seasonally adjusted average weekly rate of output last month was 504,000 ingot tons, lowest level in 13 months. Actual production was 521,000 ingot tons, down 6% from September figure and lowest rate this year except for holiday months of July, August. During first 10 months of year, steel production was almost 6% higher than in corresponding period of 1964.

This year's improvement in export trade of motor vehicle industry attributed to increase in exports of parts, accessories. Exports for January-September period reached about $1.6 billion, up more than 3% over comparable period in 1964. Shipments of automobiles dropped by $11 million to $532 million.

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the cover

Breakthroughs in containerization are making obsolete many traditional procedures in global trade, and when transoceanic containerized freight becomes a fully established fact, exporting and importing will be a lot easier. Close a lid tight in Kalamazoo, break the seal in Dortmund. Representatives from Europe, the Soviet Union and the United States are talking this week in Geneva about numerous problems facing this new practice. See pages 2 through 8 for what they are tackling.

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Container age is coming near

DOCKSIDE VIEW of container loading shows contrast with usual cluttered activity. (Photo, Sea-Land Service)

Close it up tight in Kalamazoo, break the seal in Dortmund . . . how soon will shippers be able to offer such service regularly? A meeting this week in Geneva is tackling some of the problems facing international use of containers: customs handling, quarantine, health inspections, dimensional standards, safety regulations, markings, tariff adaptations, simplification of shipping documents.

By STANLEY LICHTENSTEIN

Staff Writer

Around a conference table in Geneva this week, Maitland S. Pennington of the United States is sitting down with European and Soviet representatives to talk about a package of problems which must be mastered before transoceanic containerized freight can become fully established reality. For international commerce, success in this effort will usher in The Container Age.

Pennington, special assistant to the administrator of the U.S. Maritime Ad-

ministration, Department of Commerce, confesses to a sense of urgency about this work at a time when containerization breakthroughs are making obsolete many traditional procedures in global trade. It just won't do, for example, to have cargo arrive at the dock before paperwork is completed—yet this is not unusual.

On the agenda for the Geneva meeting are:

► Customs treatment of containers—including clearance at inland points in the United States and Europe.

► Agricultural quarantine and other health matters—with particular reference to refrigerated shipments and agricultural products.

► Technical specifications—including creation of a registry of containers meeting approved specifications and thus facilitating interchangeability, entrance and clearance; consideration of proposed use of devices for transferring containers from one piece of equipment to another, and exploration of safety requirements imposed by local government regulations.

► Marks to be affixed to containers.

► Adaptation of tariff conditions with a view to promoting container traffic.

► Other regulatory problems.

► Simplification and minimization of documents.

► Technical developments—including standardization and further consideration of unitization.

Departing for the Dec. 6-8 Geneva meeting, Pennington told INTERNATIONAL COMMERCE that he had had the complete cooperation of U.S. shippers in preparing an American position to work into container-freight proposals from Belgium, France, Germany, Italy, the Netherlands, Switzerland, Great Britain and the Soviet Union.

The conferees, he said, would be "trying to build a container pipeline that will put the efficiency of a pipeline or bulk carrier into the general cargo business." One effect, he added, might be "to put food on the tables of Europe cheaper than they can grow it there."

On hand as observers at the conference —sponsored by the Economic Commission for Europe—are representatives of

such organizations as the International Cargo-Handling Coordination Association, the International Chamber of Commerce, the International Container Bureau, the International Standards Organization, the International Road Transport Union and the International Union of Railways.

All concerned are looking towards the day when rail, river, highway and ocean carriers will be tied together into one big system geared to handle 8x8-foot containers ranging in length from 10 to 40 feet, rolling on and off truck chassis at points of transfer to train and ship. The technology is already available in the form of automatic handling equipment, all-container ships, special gantry cranes and conveyors, liquid-cargo facilities and the like; parallel developments in air transportation have provided bigger, faster planes equipped with swingtails, large doors, roller-bed floors and other cargo-handling features.

Paper barrier

Until recently, such hardware has been outmatched by the "paper" involved in shipping cargo across national boundaries, but Maritime Administrator Nicholas Johnson and other authorities say glimmerings of daylight are now visible beyond the paper barrier. Johnson cites the development in the United States of a standard short-form ocean bill of lading (INTERNATIONAL COMMERCE, May 31, 1965, pp. 22-23), the standard layout format for export documentation developed by the Economic Commission for Europe (ECE), and similar moves in various countries. The new U.S. master duplicator form and the eight related forms compatible with it, he says, allow for a single typing operation and simple, quick reproduction on common office machines. With adjustments to bring U.S., ECE and other paperwork systems into harmony, container and bulk shipments need no longer require "as many as 46 documents outbound and 78 inbound"—the existing situation which Alan S. Boyd, U.S. Under Secretary of Commerce for Transportation, has strongly deplored.

The U.S. attack on such problems is coordinated by the National Facilitation Committee, an inter-agency unit established at the sub-Cabinet level by the Secretary of Commerce to work on simplification, standardization and reduction of frontier-crossing formalities. Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, is chairman.

FROM TRUCK BED TO SHIP DECK goes container, eased by gantry crane and conveyor onto Grace Line's new Seatainer ship, Santa Magdalena.

What goes inside

Once agreed upon, standard shipping containers will have to be filled with standard-sized packages. Along these lines, the U.S. delegation to the International Standards Organization's Technical Committee on Packaging Dimensions recently changed its status from that of observer to an active participant.

In 1961 Poland proposed that a project on packaging dimensions be initiated, and offered its own national standard as a guide in developing any international standards. Since then both Sweden and Israel have also submitted proposed packaging systems to the ISO Committee.

The recent U.S. action means that this country will now be able to submit its own recommendations for a worldwide packaging system.

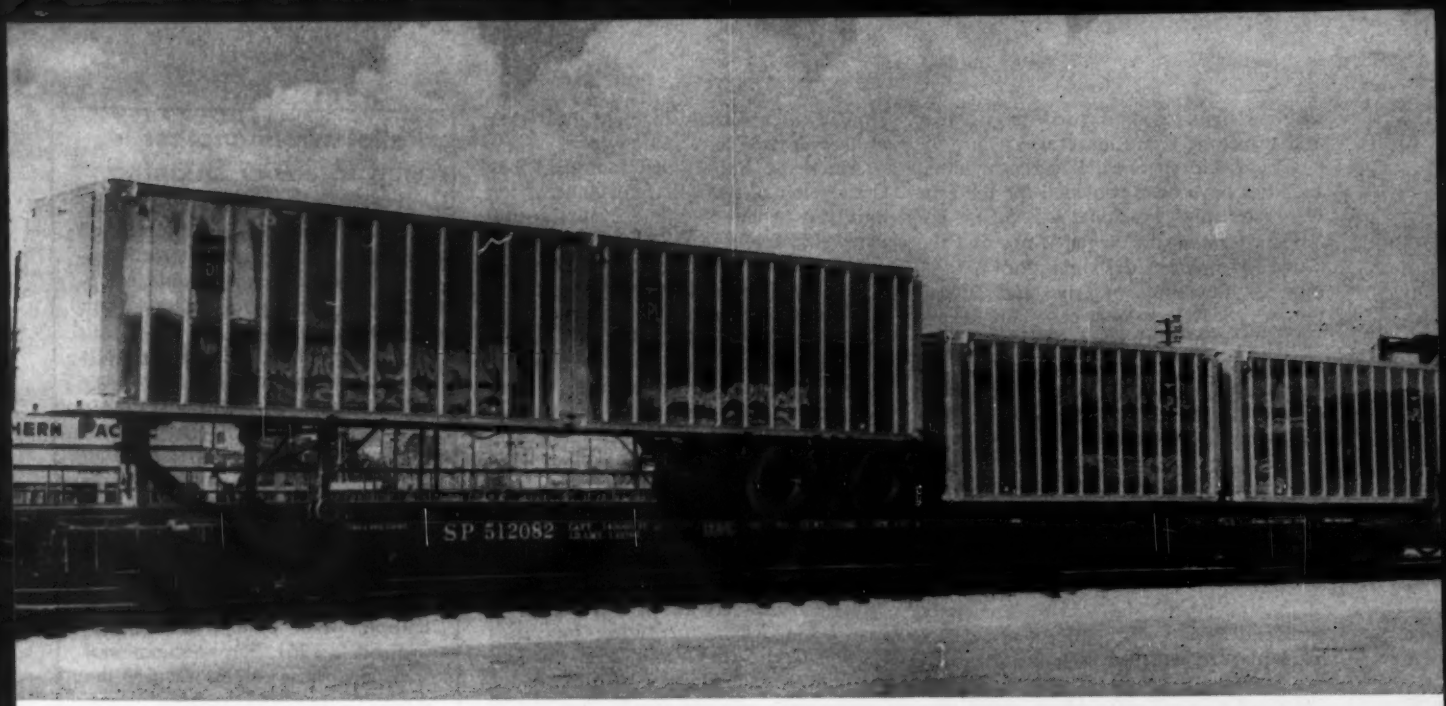
International progress along this line can and should be at least as dynamic as that achieved by U.S. railroads, Under Secretary Boyd contends. "Ten years ago," he notes, "the railroads carried only 168,000 carloads of piggyback freight. This year the total will surpass one million carloads, and if this sustained growth is maintained for another decade it might well transform the entire freight-carrying industry in this country."

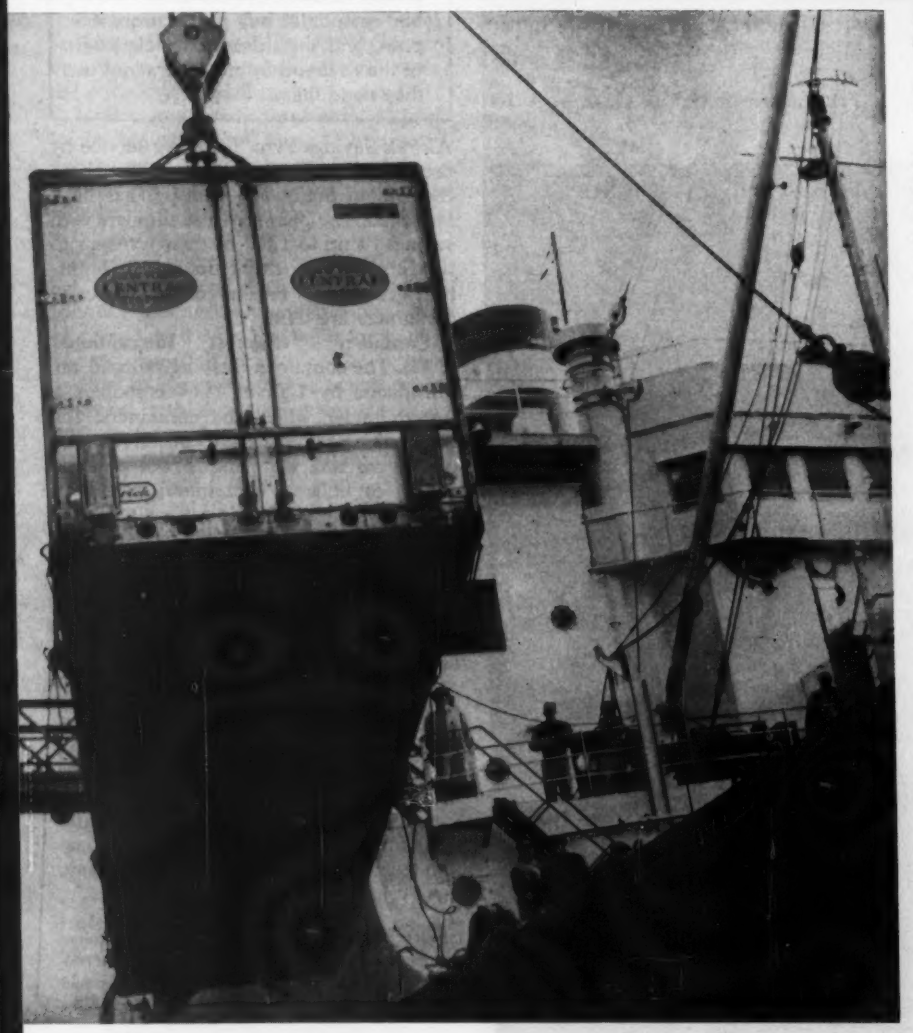
Standard gauge

Going back farther into history, the railroads are also cited as an example of the kind of action which is needed to lick the problems besetting containerization in international commerce today. The big breakthrough for U.S. railroads came several decades ago when agreement on a standard-gauge track made possible a transcontinental transportation network.

Internationally, a major step in this direction was taken recently when the International Standards Organization (ISO), meeting in The Hague (Technical Committee 104), completed drafting an accord (INTERNATIONAL COMMERCE, Oct. 25, 1965, p. 4) under which American standard corner-lifting and automatic tie-down devices for van containers would become the norm for 55 ISO member countries.

This move promises an important beachhead in a struggle begun some 10 years ago when the first serious discussion was held on the ocean movement of containerized freight. Pennington of the Maritime Administration recalls that at this early date there were many prob-





SOME ROLL, OTHERS GET LIFTED ABOARD, as container systems are perfected for world shipments. New York Central Railroad's Flexi-Van units are approved for customs-bonded transportation in Europe, permitting simpler border crossings.

lems, including the need to find containers acceptable to Europe's narrow bridges and tunnels. To meet this problem, the American Standards Association in 1962 adopted a modular concept of containers 8x8 feet, 8x10, 8x20, 8x30 and 8x40.

Technological advances demand accompanying impressive victories in the war on unwieldy paperwork, and Under Secretary Boyd looks for some further slashes in the paper barrier as a result of a forthcoming U.S.-British pilot project planned for early 1966.

Companies active

Among U.S. companies active in the containerization field are:

American President Lines (APL). Bids have been invited by the firm from freight-container manufacturers for construction and delivery of up to 1,000 newly designed cargo containers (8x8x20 feet, capacity: 44,800 lbs.), to cost more than $2 million. APL has joined the Equipment Interchange Association, formed to facilitate the positioning of containers with shippers in the United States. The San Francisco-based steamship company plans to build all new equipment and convert present equipment and facilities to conform with American Standards Association and International Standards Organizaton specifications, including tie-down rails and fork-lift pockets for shore handling and carriage by overland transportation carriers, and new

fitting designs for shipboard gantry cranes and travel-lift shoreside cranes.

Grace Lines. Special cargo-handling facilities have been provided for the four new sister ships, the *Santa Magdalena,* the *Santa Mariana,* the *Santa Maria* and the *Santa Mercedes,* designed for freight-moving flexibility, safety and speed. Grace's Seatainer Service features all-container ships with several thousand containers available for shipper use and special containers for commodities with specific carrying requirements. Cargo can be stowed and discharged without breaking bulk, and both palletized and unpalletized cargoes can be loaded through main deck hatches to elevators serving all deck levels. Underdeck cranes can pick up two 7,000-pound pallets or one 10,000-pound pallet without the intervention of manual labor. The ships are specially equipped to handle anything from heavy machinery to bananas to liquid cargo.

United States Lines. Six new high-speed container ships for North Atlantic service are planned. Each is to be of approximately 20,400 deadweight tons and capable of accommodating some 800 standard 20-foot containers. The company has applied for a subsidy to build the vessels at an estimated $14 million each.

American Export Isbrandtsen Lines. Conversion of two 582-foot bulk carriers into trans-Atlantic container ships is provided for under a $7,720,000 contract with Sun Shipbuilding and Dry Dock Co. Each ship is to carry 738 containers.

Matson Navigation Co. At the line's Alameda, California, facility, loaded 25-ton containers are carried past ship's gear by hinged 95-foot booms attached to 300-ton gantry cranes in dockside operations by which the loads are hoisted on deck at the rate of 100 feet per minute.

Southern Railway System. Last spring, this road instituted rail-ocean piggybacking of truckloads of grapefruit to European markets.

Ingalls Shipbuilding Corp. Six 910-foot container ships are being constructed at Pascagoula, Miss., for Litton Industries Leasing Corp., which will lease them to Sea-Land Service Division of McLean Industries, Inc., of New York. The vessels will be able to handle 1,200 truck trailers apiece—900 dry cargo containers and 300 refrigerated containers.

Pan American World Airways. A Jet-AirPak Savings Plan, featuring service by container distribution centers throughout the United States and Europe, has been launched. The plan provides shippers with savings of up to 12% of their transportation costs when International Air Transport Association registered and approved containers are used.

Container Transport International (CTI). The container-carrying railroad car introduced by CTI in 1964 embodies a system under which the containers, for rate-making purposes, are considered part of the car and shippers do not pay for weight or bulk of containners, but only for their contents. This saving to international shippers of carload quantities is added to other containerization benefits, such as reduced handling and prevention of breakage and pilferage, faster shipping, less paperwork, lower insurance charges and reduced over-all transportation costs.

Exports boosted

"It's a system, not just a big box," CTI publicists point out as they cite case histories from their files illustrating a variety of savings accomplished and functions performed by the containerization technique. Containerization, they say,

DOWN INTO CELLULAR HOLD of S.S. President Lincoln goes a 20-foot container. American President Lines plans to add to its stock a thousand newly designed containers of 44,800-lb. capacity.

Pallet pools another step in easier shipping

Great Britain is also currently studying ways to speed road, rail and sea shipments, and save handling costs—through possible adoption of a pallet pool similar to one existing in Europe.

The Economist of London reports that a group from British industry and transport is looking at the practicability of a national pallet pool that keeps rotating empties. Without such a program, the Economist reports, the Unilever firm, for one, is losing 40,000 pallets per year.

The British may model their pool on one begun in Switzerland in 1952 and extended throughout Europe, when pallets were standardized, in 1961. European national transport organizations manage the pools in their respective areas. Member companies buy pallets from the pool, and then draw on their total at the railhead or motor terminal as they need them.

moves exports more efficiently and sharpens competitiveness in overseas markets.

At their fingertips are numerous examples of:

How containers can serve as field warehouses. Item: An entire potash plant containerized and moved to Israel, where parts are warehoused in containers until needed, after which the containers are opened in the precise sequence needed by workmen.

How containers can break regulatory bottlenecks. Item: An insecticide shipment is saved through containerization from running afoul of a Coast Guard regulation against shipping toxic products alongside food.

How containers can eliminate breakage and pilferage. Item: Delicate chemical-lab equipment containerized and safely shipped from Two Rivers, Wisconsin, to Ankara, Turkey.

How containers can protect cleanliness. Item: Sterility of medical and surgical supplies preserved by containerization.

How containers can save export-packing costs. Item: Containerized goods sent overseas in their domestic cartons, saving the cost of expensive export packing.

How containers can cut costs of sending personnel abroad. Item: Containerization of employees' household furnishings for air transportation eliminates hotel bills incurred while waiting for arrival of goods.

How containers make certain that nothing is left on the dock. Item: Thirteen tons of containerized appliances sent from Michigan to Puerto Rico for company's big sales meeting.

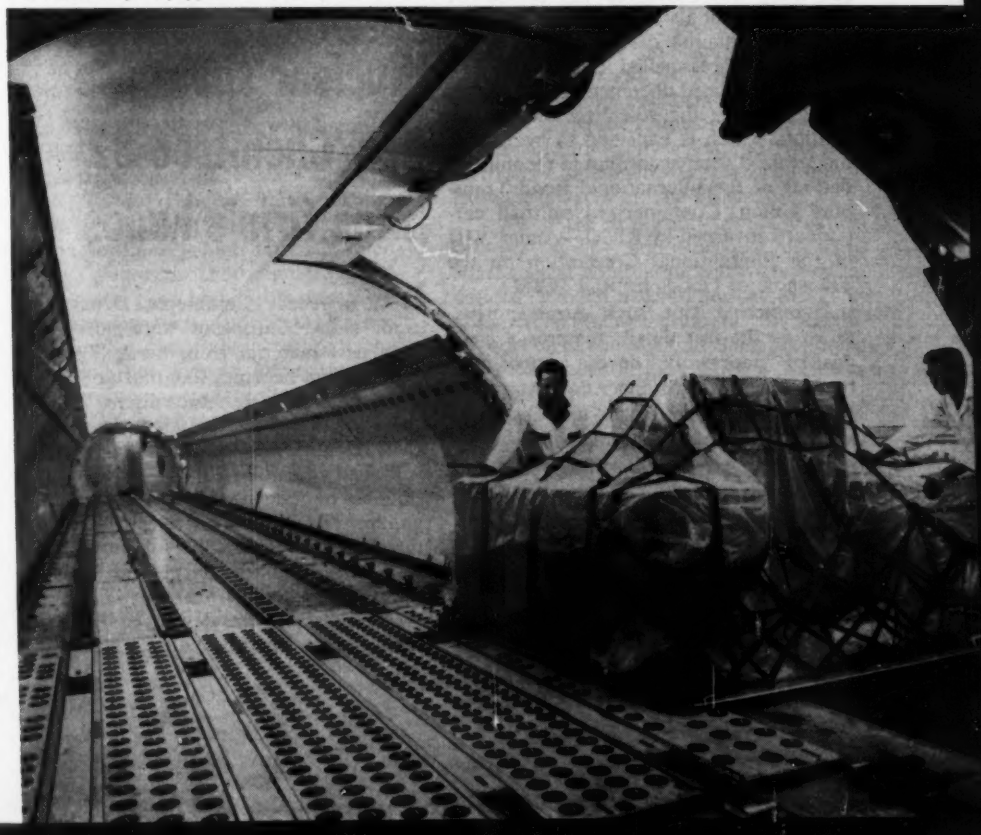
How containers can cut ocean freight charges. Item: Knocked-down trucks are containerized by automotive manufacturer for export to three destinations, cutting their cube (on which ocean freight rates are based) in half.

International frontiers

Putting goods in standard containers and speeding them on their way through trailer-on-flat-car (TOFC) or container-on-flat-car (COFC) techniques are part of the revolution leading to The Container Age. International treaties and agreements—such as those already executed for small containers—must now be brought into play if the technological revolution is to live up to its promise.

British and European counterparts of American containerization frontiersmen have been working for more than 15 years through such groups as the ECE, the International Union of Railways and the International Road Transport Union.

Among knowledgeable observers are many who are convinced that American



PUTTING WINGS ON CONTAINERS, airlines, like other transportation modes, are rushing to achieve maximum cargo-carrying efficiency. Container Transport International used the air route to move an entire office and household goods of staff from Curacao to Florida (above). Picture below shows a Pan American jet equipped with roller beds to move either pallets of freight, as shown, or containers.

containers and highway equipment cannot find smooth inland passage through Europe without better arrangements.

Rail, highway and ocean carriers on both sides of the Atlantic are increasingly willing to meet and work out adjustments. For the Continent, the ECE's Inland Transport Committee is the only governmental body dealing with all modes of inland transport, and the 1959 TIR Convention has been hailed as a strategic contribution.

Under this pact, customs authorities seal the freight at point of origin in a truck, trailer or van container built to TIR specifications, preventing any tampering with cargo en route. Apart from a brief check of shipping documents and the vehicle's seal, a TIR vehicle can move through a number of countries without further customs examination. The seal is broken at the country of destination in the presence of customs officials.

Taking hold

With Rumania, Greece, Turkey and the United States looking towards possible membership in the TIR Convention, 19 countries are already signatories, including all of western Europe and Scandinavia, Bulgaria, Czechoslovakia, Yugoslavia, Poland, Spain and the United Kingdom.

The growing volume of cargoes moving under TIR carnets attests to the timeliness of the pact. Five years ago, 87,250 carnets were issued to trucks crossing one or more frontiers; by 1963, the figure had nearly doubled—to 170,000—and by 1964 it topped the 220,000-mark.

While container design and related requirements are spelled out in the TIR Convention, legal documentation is standardized under the so-called CMR Convention, which is expected to be further modernized soon according to recommendations of the International Road Transport Union. Containerized railroad cargoes are governed by RICO—Annex VIII of the International Convention on the Transport of Goods by Rail (CIM).

Hammering out such arrangements, down to the last detail, requires a good deal of "paperwork" on the part of conferees like the Maritime Administration's Pennington and his British and Continental counterparts meeting this week in Geneva. But the details they work out promise ultimately to eliminate that "staggering mass of duplicative paperwork" and other hurdles cited a week earlier in Washington by the transportation panel at the White House Conference on International Cooperation (see page 10 of this issue).

IN BRITAIN, straddle cranes like the one over truck bed above give 'Travelift' to containers shuttling through British Railways' new liner train system. Containers' width is 8 feet, lengths 10, 20, or 27 feet.

Nuclear showcase for 'Chemtree 82' wins firm's kudos

At a recent Commerce Department trade show, Europeans were introduced to a new material from the U.S., a dry powder that becomes like mortar when it is mixed with water. Indications are that they will see a good deal more of it in their scientific and industrial activities.

Called Chemtree 82, the product has a number of special qualities. It combines gamma and X-ray shielding characteristics with high electrical insulating properties. It forms to any shape and bonds to most structural materials.

The substance was developed by Chemtree Corp., Central Valley, N.Y. The company brought it to Europe at the Nuclear Instrumentation show this fall at the U.S. Trade Center in Frankfurt. The firm appointed four agents as a result of participation in the show—one each in Germany, Sweden, Israel and France—and met many interested prospects.

Chemtree's president and chief scientist William Cornelius Hall commented about the Frankfurt exposure for his product:

"Chemtree personnel being in Europe for the first time obtained an added advantage over and above all the good contacts and influences created by the exhibit—the opportunity to learn much about the size, type, interests, etc., of the great market to be found in West Europe for nuclear industry products."

He added a note of appreciation to the exhibition officials: "We at Chemtree are exceedingly grateful for the help we have received. We feel that Uncle Sam is our partner and will share in our profits, so we are glad to have his help to produce them."

CITIZENS REPORT TO PRESIDENT

Ask freer trade policies

White House panel puts top priority on GATT Kennedy Round tariff talks

The U.S. should use all the leverage at its command to liberalize trade policies throughout the world, a blue ribbon citizens' panel has recommended to President Johnson.

This determination should be shown to the world at the current sixth round of GATT negotiations—the Kennedy Round—being held in Geneva, said the Committee on Trade at the White House Conference on International Cooperation. The committee was one of 30 reporting to the President at the conference in Washington last week.

Another group focusing on issues of primary importance in international commerce was the Committee on Business and Industry, which asked that a number of specific steps be taken to assist worldwide patent and trademark protection and standardize international business laws and technical specifications.

Concern of all

Other committees with direct interests in world trade matters were those on Transportation, Technical Cooperation and Investment, and Finance and Monetary Affairs. Nearly all of the 30 units had something to say that touched on America's current and future overseas trade stance.

The committee members, who as a whole formed a National Citizens' Commission on International Cooperation, have been meeting throughout the year, with government specialists as consultants. President Johnson asked them to submit reports that could take stock of current U.S. positions, and also serve as the basis for new programs and actions by the nation. The occasion is The International Cooperation Year of 1965, noting the UN's 20th year.

The trade committee, headed by economist Stacy May and including Gen. Lucius D. Clay, Walter P. Reuther and Charles P. Taft among its 13 members, acknowledged that its free trade recommendations would cause some wrenching in the domestic economy. But it urged that this be met with a unified program that would also counter the effects of other changes in modern industrial life.

The citizens' panel also made these trade suggestions:

That international agreements be made to set up uniform standards regarding dumping, and uniform guidelines on the treatment of foreign bids in government procurement.

That negotiations on non-tariff barriers proceed as rapidly as possible. Domestic agricultural support policies that could harm world trade should be made subject to international negotiation. State and local discriminations should be deterred, and private boycotts discouraged. It was suggested that an advisory unit be set up to tell governors and mayors how their regulations affect imports.

That world trade documents and procedures be standardized and simplified. The U.S. was asked to join the Brussels Customs Cooperation Council and consider using the Brussels tariff classification nomenclatures.

That the U.S. support industrial growth in the developing nations, even at the cost of competition domestically.

That the U.S. take a flexible attitude toward trade with the Soviet bloc, on terms consistent with trading practices of other free world nations.

Why low tariffs at this time?

The National Citizens' Commission Committee on Trade explains its stand on tariffs:

"Today, although much of the water has been squeezed out of the extraordinarily high tariffs enacted by Congress in 1930, significant and in many cases high tariffs remain on many products and there is considerable resistance to reducing them. Yet today's imperatives in international trade policy—particularly the answers that must be found to 'nationalistic' tendencies in economic regionalism and to the urgent problems of the developing areas—suggest that significant across-the-board reductions of the trade restrictions of the free world's highly industrialized economies are necessary."

The committee on Business and Industry was chaired by I. M. Stewart, Union Carbide vice president, and included W. P. Gullander, president of the National Association of Manufacturers and former Defense Secretary Neil McElroy, now board chairman of Procter and Gamble.

It noted, in the area of international technical standardization, that the U.S. is in a weakened position because it does not have a government-sponsored Standards Institute. It asked that such an institute be formed, with industry supporting it and also backing competent technical societies.

Value study asked

In emphasizing its interest in better engineering standardization, it suggested that a cost-benefit study be made immediately to prove to Americans the value of uniform specifications in our economy. The committee also wants the U.S. to back the standardization work that is just beginning in Latin America, the Far East and Africa.

The group recommended that the State and Commerce Departments review the Uniform Law on International Sale of Goods prepared at The Hague last year, to study its effect on U.S. business needs. It urged the ratification by the U.S. of the 1964 Convention on Service Abroad of Documents prepared by international lawyers at The Hague.

It asked for uniformity in tax treaties between the U.S. and other nations, with some special consideration for developing nations, and an acceleration of the U.S. commercial treaty program. It sought support of UN and World Bank proposals for settlement of international business disputes.

It urged that federal-state relations be studied to find a feasible way in which the U.S. and other federal-type nations could enter international agreements that raise federal-state problems.

Regarding patents and trademarks, it urged a step-by-step program to overcome deep-rooted obsolete practices in many nations and build workable international systems. Alarmed by backlogs

Cameras, yes; cast iron, no

The U.S., alone among major nations, has no official world engineering standards representatives. This makes for hit-or-miss solutions, notes the National Citizens' Commission Committee on Business and Industry:

"The (world) committeees on photography and cinematography, computing machines, and committees on electronics and some electrical apparatus get good support from American industry and are effective in the preparation of international recommendations, probably because of the recognized importance of international trade in these items. On the other hand, committees dealing with rubber goods, pipe, cast iron, and electrical instruments have received relatively little support."

and delays in the patent-trademark field, that retard marketing of many new products, it asked that ways be found to end wasteful search duplications.

A committee on Transportation, headed by William B. Johnson, president of REA Express, asked for progress in eliminating excessive paperwork involved in international movement of goods. It also urged new policies to pave the way for through shipments of containerized cargoes from the United States to other countries.

It also touched on international transportation training, statistics, traffic safety, travel and tourism. It recommended the creation of a World Transportation Center within the United Nations, and the coordination of U.S. port improvement programs within the Department of Commerce.

Seek sound dollar

The committee on Finance and Monetary Affairs, chaired by David M. Kennedy, chairman of the board of Continental Illinois National Bank & Trust Co., called for a strong and competitive U.S. economy to stand behind a strong, sound and stable dollar as a world trading currency. It supported long-term equilibrium in U.S. balance of payments. It also pointed out the necessity of having international agreement on steps that might be taken if and when lack of liquidity threatens mutually beneficial exchange of goods and services.

The committee called for increased international cooperation in development finance through the World Bank and regional banks in Latin America, Africa and Asia; this should be an "essential ingredient" of the future of developing countries. It also stressed the importance of the role of private enterprise.

The committee on Technical Cooperation and Investment, headed by Philip Klutznick of Chicago, former U.S. Ambassador to the UN Economic and Social Council put forward three ideas, new in the aid field, among numerous others: special reservoirs of scholars, government workers and private business experts should be set up to help plan and carry out the U.S. program; government and business could take steps to help staff UN organizations assisting underdeveloped countries; and the Agency for International Development could cooperate more closely with the Peace Corps on foreign aid projects.

For information regarding the reports of the various committees of the National Citizens' Commission, and other proceedings of the White House Conference on International Cooperation, readers may write the United Nations Association, 345 E. 46th Street, New York City.

Connor asks trade answers from industry

Eight specific queries put to chemical firms

In terming the coming year a period of hard study of the American foreign trade position, Secretary of Commerce John T. Connor has asked industrialists for help with a number of questions.

To the Manufacturing Chemists Association he put the following queries:

1) "What is the consensus of your industry about our policy of basing some tariffs on the American Selling Price? As you know, this has been under heavy attack in Western Europe, although it has been estimated, for instance, that the ASP basis of valuation was used for less than 4 per cent of the value in chemical imports in 1963. And the ratio in preceding years is similar. Do you really want to defend the ASP policy to the last ditch, or is it a negotiable point? In any event, we think we will need the benefit of an up-to-date study by industry on its present scope and effect.

2) "This really is two questions in one: First, how important are foreign tariffs as impediments to your exports? And second, how important are other practices by foreign governments, such as licensing requirements, border and other internal taxes, valuation procedures, restrictions on government procurement, and other restrictive business practices?

Competitive effect

3) "What competitive effect do imports and exports have on your business?

4) "Does U.S. industry think it would be better off competitively in a free trading area with other developed countries? Obviously some industries would, others wouldn't, but what's the consensus in the chemical industry in light of the facts of today and the prospects for tomorrow?

5) "Would industry favor more agreements similar to the type negotiated with Canada that permits liberalized trade in automobiles between the two countries?

6) "Should the U.S. change over completely to a system of ad valorem tariffs, which most European countries use? More than half of our dutiable imports are subject to specific rates, levied in terms of cents per unit, while ad valorem tariffs are levied as a percentage of the valuation. Under specific rates, inflation eats away at the measure of protection—and that's just what has happened to many of our tariffs. In the period 1931-1935, the tariffs on our dutiable imports averaged 50.1 per cent. This dropped to 11.4 per cent in the 1956-1960 period. It has been estimated that half of this drop was due to tariff negotiations, and half to inflation.

Customs shift?

7) "Should the U.S. shift its customs base from an F.O.B. valuation to a C.I.F. valuation to correspond with most of the other nations of the world? When you figure it out on specific products, it can have quite a competitive effect, particularly when long distances and heavy products are involved.

8) "And finally, is U.S. industry satisfied with the administrative setup under which foreign trade policy is administered? It is now divided among the Office of Special Representative for Trade Negotiations, the Tariff Commission, the Export-Import Bank, and the Departments of Commerce, State, Treasury, Agriculture, Interior and Labor. Some people have suggested that some consolidation of activities will be of help to American industry. What do you think?"

List of goods restricted in trade with bloc now under active review

The list of strategic goods restricted for export to Eastern Europe is currently under review by the U.S. and associated Western European nations, Alexander B. Trowbridge told the Manufacturing Chemists' Association annual meeting in New York.

At an East-West trade panel meeting the Assistant Secretary of Commerce said that great attention will be paid to the question of items that we consider strategic but that are being supplied to Eastern Europe by other free world producers.

"We see nothing in the USSR's actions that would warrant relaxing our controls over exports of our truly strategic goods and technology," he said, "however, there are various items that have peaceful uses in time of peace, though they could potentially be useful for military purpose in time of war. This so-called 'gray-area' needs reexamination periodically, especially with respect to any items that have their counterparts in those manufactures of our friends which they are willing to sell freely to the East European Communist countries."

Trowbridge said he could not predict that U.S. foreign trade would significantly increase because of encouragement of East-West trade. Bloc members balance their trade bilaterally, he pointed out, and they have very little foreign exchange. "Currently we buy much less from the East European Communist countries than we sell them: $80 million in 1963 and $100 million in 1964. Most of this was in meat, furs, iron and steel, platinum group metals, glass and glassware and chrome ore. The Communists will have to sell more here in order to buy more."

But, Trowbridge explained, the United States could gain much politically through expanding trade with Eastern Europe. As the recent trade mission to Poland and Rumania reported, peaceful trade can work to influence and encourage the leaders of those countries with a view that both sides can benefit from such exchanges and that military confrontations are not inevitable.

Toward this end, the government is carrying on the review not only of commodity controls, but also controls over exports of technology and know-how. This he called "our most important export to the East European Communist countries and the USSR," and the one most likely to expand. In the first nine months of this year, he noted, the Department of Commerce approved over 200 applications for technical data deliveries to the bloc.

In addition to the review, Trowbridge said, "We already have taken a number of steps to reduce the competitive disadvantage which our technical data regulations impose on U.S. business. 'Product' assurances from a Free World recipient are no longer the condition for allowing U.S. technology to be shipped, when there is evidence that like products would be available to the Communist world from other Free World sources. Moreover, until May, 1966, there will be a moratorium on the requirement for written assurances respecting the products of certain foreign plants produced from U.S. technology." This interim measure in an attempt to reduce the competitive disadvantage that technical data regulations impose on U.S. business.

Trowbridge acknowledged that the subject of trade with Eastern Europe is one on which there are considerable differences of opinion in highly responsible quarters. An effort is being made at this time to give the public and the business community a thorough understanding of the pros and the cons of the problem, he said.

U.S. superior to Europe in holding price line

New United Nations data, using 1958 as a base, indicate that consumer price trends in the United States are relatively more stable than those abroad.

The UN consumer price index for all items in the United States stood at 109 (1958 average is 100) in August, 1965, less than 1% above the level the previous year and about 3% above the 1963 average. August 1965 price trends in the EEC countries ranged from 3.5% (in the Netherlands) above year-earlier levels, and 6.3 to more than 12% (again in the Netherlands) above 1963 averages.

The spread in United Kingdom prices for all consumer items was about 5% above last year's level and more than 8% above the 1963 average. Japan apparently has experienced the greatest inflation: an 8.4% rise from June 1964 to June 1965 (latest data) and in 11.8% rise above the 1963 average for all consumer items.

Spotlight on committee report

In his talk Trowbridge reviewed in detail the East-West trade recommendations of a committee, headed by a businessman, that reported to the President earlier this year.

The Special Committee on U.S. Trade Relations with East European countries and the Soviet Union was appointed by President Johnson last February "to explore all aspects of the question of expanding peaceful trade with the countries of Europe and the Soviet Union." Headed by J. Irwin Miller, Board Chairman of Cummins Engine Co., the 12-man Committee reported its recommendations to the President last April 29.

The Committee ruled out relaxation of trade in strategic goods which could "significantly enhance Communist military capabilities" but suggested that "with a secure defense . . . we can prudently seek practical means of reducing areas of conflict between ourselves and the USSR." It recommended expansion of peaceful trade with selected Eastern European Communist countries as a "tactical tool to influence the internal evolution and external behavior of Communist countries."

The Miller Committee recommended that the U.S. modify its controls selectively on a country-by-country basis, in the context of bilateral trade negotiations. Also:

—That the President be given by Congress discretionary authority to grant and withdraw most-favored-nation tariff treatment to and from individual Communist countries.

—That the government guarantee commercial credits up to 5 years duration, when such terms are normal to the trade and in the national interest of the U.S.

Sales by foreign subsidiaries took record leap during 1964

U.S.-controlled overseas operations expect another strong sales gain in 1965; European affiliates lead upswing

Sales of foreign manufacturing affiliates of U.S. companies amounted to $37 billion in 1964, a rise of 17% from 1963. The U.S. Department of Commerce said this was the most rapid year-to-year increase since the Department began collecting these data in 1957.

With plant construction still accelerating in 1965, and continuing strength in most major markets, a further large gain in sales seems likely this year.

These findings are contained in a report on the foreign operations of U.S. manufacturing enterprises in the November issue of the Survey of Current Business, published monthly by the Office of Business Economics.

Sales of European manufacturing affiliates increased by $2.5 billion in 1964, bringing their total sales to $16.5 billion. Nearly $1 billion of the increase was by U.S. affiliates located in the United Kingdom, and $500 million by those in Germany. Among the industry groups in Europe, particularly large gains were reported for machinery and transportation equipment.

Canadian affiliates also had record sales gains in 1964, consistent with that country's generally rising industrial production. Sales gains in other developed countries, notably Australia, were well above trends since 1957. This pattern also carried through to many of the developing countries, such as Argentina and Mexico.

Nearly all of the manufacturing industries reported record increases in sales in 1964. Aggregate sales of affiliates have more than doubled since 1957—from $18.3 billion to $37.3 billion in 1964. Sales of some of the manufacturing industries—chemicals, non-electrical machinery, and transportation equipment—have expanded even more rapidly.

Destination of Sales

Over 80% of the sales of foreign manufacturing affiliates are customarily made within the countries in which the plants are located. Of 1964 sales, 1.6 billion out of a total of $37.3 billion was exported to the United States. The bulk came from Canada, and consisted primarily of products of resource industries. Imports from Europe, although gradually rising, amounted to only $200 million in 1964; imports of $145 million from Latin America consisted largely of food products.

A considerable part of the output of the affiliates—$5 billion in 1964—entered international trade among foreign countries. About $3.6 billion of these export sales originated in European plants. The transportation equipment, chemicals, and non-electrical machinery industries in Europe exported relatively high proportions of their total sales. Exports of Canadian affiliates are mainly primary and fabricated metals and wood and paper products.

Demand for metals and minerals rose strongly last year, and sales of the foreign mining affiliates of U.S. companies expanded accordingly. The rise for the year was nearly $600 million, or 23%. Largest gains occurred in Canada and Latin America, where most of the U.S. mining investment has been concentrated; there were smaller gains in Africa and Asia.

Although some of the sales increase was absorbed in the countries where production took place, most of the increment went to the United States and other industrialized countries.

With demand for metals and minerals rising in most developed countries, and prices increasing, sales of these affiliates will probably show another major gain in 1965.

The *Survey of Current Business* is available from Field Offices of the U.S. Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

FOREIGN SUBSIDIARIES of U.S. firms are leading participants in trade fairs and exhibits. Picture shows West Berliners crowding around the exhibit staged by the Hoover Company's Dusseldorf subsidiary at this fall's German Industries Exhibition.

Dallas trade mission: 'Mexico looks good'

A 21-man working trade mission sponsored by the World Trade Committee of the Dallas Chamber of Commerce returned recently from a 12-day visit to Monterrey, Guadalajara, and Mexico City.

Led by Chamber President H. D. Turman, the mission consisted of Dallas businessmen representing water purification equipment, soil conditioners, alarm and detection equipment, mortuary supplies, cotton gins and related equipment, industrial machinery, food products, gift items, chemicals, insurance and banking.

"We made dozens of excellent contacts with leading government and business officials in Mexico," Turman said, "and we feel certain that many significant business transactions will result from this mission."

The Dallas Field office of the Commerce Department and commercial officers of the U.S. Consulates General and Embassy in Mexico assisted in making appointments.

This mission was the third to Latin America sponsored by the Dallas Chamber of Commerce in the last 18 months. Plans are underway for a mission to Central America early in 1966.

JAN.-OCT. '65

Exports hit new peak

Trade surplus declines as U.S. imports increase faster than exports

International Trade Analysis Division
Bureau of International Commerce

The continued expansion of U.S. exports in October pushed the total for the first 10 months of this year to a new peak, 3½% above that for the same period last year. Computed at an annual rate and seasonally adjusted, U.S. exports through October came to $26 billion.

Following a 14% increase in 1964 to a new record level, exports have risen more slowly this year for a number of reasons, both foreign and domestic. The lack of growth in several of our leading industrial markets restricted the expansion of exports of nonagricultural products to those countries. Demand for certain U.S. agricultural products lagged below the peak 1964 level, partly as a result of strong foreign competition in wheat, cotton, and tobacco, and partly as a result of the absence of last year's unusual wheat sales to the USSR.

The buoyant U.S. economy, offering a more convenient market, probably was itself a factor in the slowdown in export of manufactured goods. With U.S. manufacturers operating at an estimated 90% of capacity during the third quarter, the highest rate in a number of years, there appeared to be a rise in the backlog of export orders.

Support for this statement can be found from such an increased backlog of manufacturer's export orders for durable goods. Unfilled orders for durable goods (excluding motor vehicles and parts) at the end of September, valued at $3,782 million, were almost 25% greater than a year ago. This compares with a 13% increase in total unfilled orders of U.S. manufacturers for durable goods in the same period.

Export prices rise

Of some importance, too, may have been the rise in U.S. export prices. The export unit value index shows a 4% rise in prices in the first half of the year over the 1964 average. Technical difficulties in the construction of the index for this year, however, may have exaggerated the increase. This reported advance, reflecting slightly higher average unit values for exports of both crude materials and finished manufactures, followed an eight-year period of relative stability.

This rise was greater than increases reported for the other major industrialized countries, except for the United Kingdom. At the same time, small decreases in export prices were reported for Japan and Italy.

The expanding U.S. economy has also called for greater imports. Substantial increases in imports of consumer goods, machinery, and nonferrous metals, along with an exceptional advance in arrivals of iron and steel-mill products, helped push foreign purchases to another high in the first 10 months of the year. Through October, U.S. imports, after seasonal adjustment, reached an annual rate of $20.8 billion, a 13½% rise over the comparable 1964 period.

The strong growth in imports, coupled with the moderate export expansion, produced a trade surplus of $5.2 billion in January-October—at an annual rate, a decline of $1.6 billion from the level a year ago.

Spark export gain

Exports of manufactured goods rose by 6% in the first 10 months of 1965 over the January-October 1964 period. While this compared well with the performance in the years 1960 to 1963, it lagged behind the exceptional 14% increase in the first 10 months of 1964. Among the major types of manufactured products exported, significant advances were registered for the following items:

Item	*January-October 1965*	
	Millions of dollars	*% increase over Jan.-Oct. 1964*
Pumps	117	29
Professional and scientific instruments	391	25
Mechanical handling equipment	275	22
Electric power machinery	393	47
Tractors and parts	541	7
Office machines	379	7

Rising requirements from gas and oil producing countries, particularly Venezuela, as well as increasing needs in new foreign fertilizer plants, accounted for the big expansion in pumping equipment sales. Industrial control instruments, medical equipment, aircraft-flight instruments, and motion picture apparatus led the sales of instruments. U.S.-produced systems of mechanical handling equipment have retained a competitive edge in foreign markets, despite the fact that overseas producers can build individual mechanical handling units as advanced as those in the United States.

Aircraft sales increase

A gain of one-eighth in transport equipment sales stemmed partly from accelerating deliveries of new, short-to-medium range jet aircraft to civilian airlines, mainly in Western Europe. Exports of smaller planes also increased, reflecting the rising popularity of private flying in Europe. Shipments of military aircraft sales advanced too, though by a lesser amount. An increase in automobile and special vehicle sales was just about offset by a decline in exports of trucks and military vehicles.

Sales of a number of manufactured commodities were reduced from last year's high levels. Shipments of metalworking machinery, construction equipment, and telecommunications apparatus dropped sharply in 1965. Textile deliveries fell by 8% as the U.S. industry concentrated on satisfying a rising domestic demand, in which stepped-up military procurement played a part.

A drop of about one-sixth in iron and steel scrap shipments resulted from reduced sales to Japan, our principal customer, where the slowing rise in steel production and increased domestic supplies of scrap lowered demand. Shipments of pulp, lumber, and synthetic rubber also declined moderately.

The overall expansion in exports of manufactured goods through October was more than enough to offset the 3% decline in shipments of agricultural products. This moderate reduction in agricultural exports, however, should be viewed against the exceptionally high peak

level attained in the first 10 months of 1964.

A drop in sales of wheat and cotton, which together decreased by almost $400 million, was balanced in part by larger shipments of coarse grains, feed, and vegetable oils. Wheat sales in the first part of the year lagged seriously below 1964 because of the dock strike, noncompetitive prices, and the absence of special sales to Soviet bloc countries. Although wheat exports from July to October were 6% higher than those in the same period of last year, the total for the year to date was off about one-fifth in value. Part of the mid-year pickup in demand for U.S. wheat reflected a lowering in our prices.

Cotton sales were also depressed because of noncompetitive export prices. Since new U.S. cotton legislation—to become effective August 1966—will result in lower export prices, foreign consumers have been anticipating this change by using up stocks and buying only on a need basis.

Demand for tobacco declined by 14%, reflecting increased competition from Rhodesia. In 1964, many foreign purchasers accumulated large stocks at lower prices from the bumper crop in that country.

Manufactured imports up 22%

The 13% import expansion in the first 10 months, the strongest since 1959, was concentrated in manufactured goods which increased by 22%. Of the $1.6 billion rise in manufactured imports, nearly 24% was accounted for by increased purchases of iron and steel-mill products. These were partly for stockbuilding in anticipation of a strike, which was finally settled at the end of August without any interruption in domestic production.

Sharply expanded imports of machinery and electrical apparatus accounted for another 22% of the increase. Leading items in this group and the rise over 1964 are shown below:

Item	January-October 1965	
	Millions of dollars	% increase over Jan.-Oct. 1964
Telecommunications apparatus	240	35
Agricultural machinery and tractors	200	20
Power generating machinery	157	47
Office machines	107	30

Electronic tubes and transistors to fill the expanding U.S. demand for color TV spurred the increased imports of telecommunications apparatus. The increase in agricultural machinery and tractors came mainly from Canada and the United Kingdom, and partly from expanding production in U.S.-owned plants.

Higher prices for copper and tin and larger quantities of nickel and aluminum accounted for a substantial increase in imports of nonferrous metals. The quantities of aluminum imported through October advanced by 180 million pounds over the first 10 months of 1964 to a total of 968 million pounds. A strong rise in imports of transport equipment stemmed from greater purchases of road motor vehicles, particularly motorcycles from Japan and automotive parts for assembly from Canada, and of aircraft and parts from Western Europe.

U.S. demand for foreign consumer goods also continued to expand. Greater purchases of clothing, largely from Hong Kong and Japan, and increased deliveries of footwear, notably sandals and low-cost shoes from Italy, raised these imports by one-fifth in value. Imports of textiles also increased, principally woven fabrics from India and Japan. The expanding leisure goods market in the United States stimulated imports of tape recorders, record players, musical instruments, toys, and sporting goods. About 40% of this expansion came from Japan.

In contrast to these increases in imports of manufactured goods, and also of petroleum and crude materials, purchases of foreign agricultural products declined slightly, from $3,345 million in the first 10 months of 1964 to $3,263 million in the same period this year.

Decreases in coffee

There were substantial decreases in imports of coffee, resulting from a sharp drawing down of the large inventories on hand at the first of the year and from a shift to a greater proportion of cheaper African types. There were also reductions in imports of sugar and beef. On the other hand, imports of animals for food, fruits, vegetables, tobacco, and wool increased.

U.S. trade by area, January-September 1965

Area	Exports		Imports	
	Billions of dollars	% change from Jan.-Sept. 1964	Billions of dollars	% change from Jan.-Sept. 1964
Canada	4.1	+13	3.5	+13
Western Europe	6.4	+ 1	4.3	+16
Latin American Republics	2.7	− 3	2.6	+ 1
Other	6.5	+ 3	4.8	+14

Note: Western European values exclude, and values for all other areas include, military grant-aid shipments.

The strong advance in U.S. imports through September—the latest data available by country—was largely from Canada, Japan, and Western Europe. The largest absolute as well as relative increase came from Japan. Imports of Japanese goods totaled $452 million, or more than one-third higher than a year ago. The rise included greatly increased purchases of iron and steel-mill products as well as larger amounts of electrical equipment, textiles, and other consumer goods.

More from Western Europe

France, Italy, and the United Kingdom particularly contributed to the 16% increase in imports from Western Europe. Machinery, industrial supplies, and consumer goods largely accounted for expansion from that area. Imports from Canada gained by 13% over the first 9 months of 1964, with machinery, motor vehicles and parts, nonferrous metals, and newsprint arriving increasing volume.

Imports from Latin America, on the other hand, remained about the same as last year. Sharply reduced purchases of sugar from Mexico and coffee from Brazil depressed imports from those two major suppliers, but petroleum and ore purchases rose from countries in the region.

Canadian demand boosts exports

Canada provided the major expanding market for U.S. goods in 1965. Led by machinery and transport equipment, sales rose by 13% over the first nine months of 1964. Exports to Western Europe, excluding military grant aid which declined by $100 million, increased slightly over last year, as both agricultural and nonagricultural sales rose marginally.

Shipments to Latin America declined by 3%. The largest decrease was registered in exports to Brazil, where shipments of wheat under PL-480 programs fell sharply. To the rest of the world, U.S. exports through September were valued 3% above the comparable 1964 period.

Wine tasters spur California company into export field

Paul Masson Vineyards heeds advice, is 'E' award winner

For a number of years, foreign visitors to the Paul Masson Vineyards winery in California would taste the wine, then offer advice which would sound like this:

"Why don't you make your wines available in other countries, like European wines that are known around the world?"

The company decided the only way to make a name overseas for fine quality wines was to "investigate the idea and do something about it." So they did, introducing their wines overseas. Last month they won the President's "E" award.

That was good year

In 1962, they introduced four Paul Masson dinner wines—Emerald Dry, Pinot Chardonnay, Cabernet Sauvignon and Pinot Noir—to England, Japan and the Philippines. Initial results indicated considerable potential.

The following year, an international division of the company was formed to handle problems and to develop an overseas sales organization. A principal activity of the division was to set up wholesalers in each country which showed marketing potential.

Detailed programs were then set up to acquaint foreign consumers with Paul Masson wines. During the division's first year, 85 public tastings were held in England. By the end of 1963, their wines had been added to the wine lists of leading hotels and restaurants throughout the country.

Export markets where the company's wines have achieved regular distribution in retail outlets now include, Great Britain, Switzerland, Norway, the Netherlands, Lebanon, Japan, Korea, Taiwan, the Philippines, Hong Kong, Australia, New Zealand, the Bahamas and Canada.

At the "E" award ceremony in Saratoga, Calif., last month, the Department of Commerce cited the 133-year-old winery for carrying its quality wines abroad.

Roy L. Morgan, Director of the Office of Field Services, presented the "E" award Nov. 10 to Otto E. Meyer, Paul Masson president, at the luncheon in Saratoga.

A CALIFORNIA WINE COMPANY, after paying attention to what foreign visitors said about their wine, decided to "do something" about exporting their quality product. And last month Paul Masson won the "E" award as a result. Miss Bonnie Barrett, National Wine Queen, stands next to Roy L. Morgan (center) and Otto Meyer, Paul Masson president, at the luncheon. Below, the company effects a breakthrough in the United Kingdom with introduction of their line through Stowell's of Chelsea. The firm began exporting in 1962 and now has made shipments from Denmark to the Fiji and Samoan Islands.

International Trade Winds

PRINTING PRODUCTS—Minnesota Mining and Manufacturing Co., St. Paul, Minn. announced plans for construction of a printing products plant at Aycliffe in Northeast England. According to a company announcement the 33-acre site on which the plant is being constructed will permit future expansion of the facilities for the manufacture of other 3M products.

CHEMICALS—Atlas Chemical Industries, Wilmington, Del., has announced the installation of bulk storage facilities at Botlek, near Rotterdam in the Netherlands. The new facilities will permit improved delivery and service to European users of 70% Sorbitol Solution, a widely used ingredient in the food, cosmetics, pharmaceutical, paint, resin and other industries.

AIR CONDITIONERS—Eaton Manufacturing Company, Cleveland, Ohio has entered the vehicle air conditioning field in Singapore. Air conditioners manufactured by Eaton's Heater Division have been installed on taxicabs under contract to three major Singapore Hotels.

PLASTICS—Unican Plastics Co. of Northboro, Mass. will open a plant at East Haningfield, Essex, England for manufacture of Plastik Autobody Filler. The new plant will serve European and African markets.

INDUSTRIAL COMBUSTION—Pyronics, Inc., Cleveland, Ohio manufacturer of industrial heat process equipment, will open a production and sales company in Brussels, Belgium, to distribute industrial combustion equipment for natural, manufactured and LP gas and oil.

INSURANCE—The American Foreign Insurance Association has entered the Hartford Fire Insurance Co. to do business in American Samoa. With the addition of this island group AFIA is now operating in 82 countries and territories throughout the free world.

Parisians approve U.S.-style suburb; 480 sign up after viewing models

Levitt & Co. goes through months of difficult negotiations before winning okay from authorities; houses combine U.S., French styles

An American housing construction firm, which spent many long and hard months trying to convince the French authorities that the French people would buy houses they planned to build, apparently has won public support.

Levitt & Sons, reports the U.S. Embassy in Paris, has finished six model houses, all furnished, which can now be visited by prospective buyers. In less than ten days after the houses were inaugurated in mid-October, the company received 480 options.

A company spokesman, the Embassy reported, said if 20% of those fail to materialize, it will represent record sales for France in any real estate project. Levitt & Sons first started the project early in 1964 when it opened an office in Paris.

The project includes construction of 500 one- or two-family houses and 150 apartments in two-story buildings. It is located in Le Mesnil Saint Denis, Seine et Oise, a small village 30 miles southwest of Paris.

The entire project will include a commercial center, two schools and a church, which will be built by the French authorities; and four types of houses with four to seven rooms, ranging in price from $21,600 to $33,000. Total selling value is estimated at $18 million.

Payments are fixed according to French financial terms, about 30% down with a 12½-year mortgage.

Construction work will be done according to traditonal methods, building materials will be purchased in France, labor will be local, and the organization and planning will be conducted under the Levitt system.

The six complete houses are surrounded by a lawn and represent a combination of American and French architectural designs—apparently the result of a considerable amount of planning and close collaboration between the Levitt Co., the mayor and appropriate government agencies to satisfy the regulations on architecture.

For this reason, some of the houses have slate roofs, while other have tile.

Many typically U.S. building materials would not have been approved by government agencies responsible for issuing building permits. But components such as closets are manufactured locally under a U.S. patent.

Houses are delivered with one, two or three completely equipped bathrooms, a kitchen with refrigerator and plenty of kitchen cupboards. They are furnished by Levitan, a large French furniture dealer who recently negotiated an agreement with a U.S. manufacturer of Early American furniture. A number of rooms in the model houses thus include this type of furniture.

The family houses are expected to be completed by February. The entire project should be done by winter of 1967.

DOLLAR MEMORIAL AWARD is presented to Thomas J. Watson, Jr. (right) of International Business Machines Corporation by Goodyear International president R. V. Thomas at last month's World Trade Dinner of The National Foreign Trade Council in New York City.

Georgia trade mission seeks Far East mart for State's products

Group to spur sales in Japan, Hong Kong, Philippines, Singapore

The third Trade Mission to travel overseas from the State of Georgia left last Monday on a three and one-half week trip to promote the State's products in Japan, Hong Kong, the Philippines and Singapore.

Georgia, according to the Department of Commerce, is the first State to send three Trade Missions abroad. All three have been approved by the Department's Bureau of International Commerce (BIC).

Mrs. Virginia W. Allgood, director of international services in the Georgia Department of Industry and Trade, is coordinating the Mission.

Four other members

Other Mission members are Peter Knox, Jr., chairman of the board of the Georgia Department of Industry and Trade and of Knox Realty and Investment Corp.; Dr. Fred J. Liu, director, Continental Consultants, Inc.; W. R. McKelvy, president of Lame, Inc., and of Duracraft, Inc., and Ralph A. Dudley, owner of R. A. Dudley Nurseries and president of Savannah Valley Memorial Gardens, Inc.

The group is carrying 29 business proposals from Georgia manufacturers seeking direct sales, distributors and joint ventures in the Far East.

Mrs. Allgood also coordinated Georgia's two earlier Missions. Members of the first group, which traveled in Europe, said they were impressed with the vitality of the markets and the opportunities for Georgia manufacturers. Although none of the members had sold in Europe, more than a hundred contacts were made. Results included a substantial sale of irrigation devices and appointments of several agents.

The second group traveled in Latin America. They reported direct sales of $61,000 and said an order for $200,000 worth of merchandise was received after they returned to Atlanta. They predicted sales of $1.5 million of Georgia products over the next five years as a result of their efforts.

The Mission to the Far East was briefed in Washington Nov. 26 by foreign trade specialists of BIC.

CLEVELAND TO INDIA—Capt. N. J. Kavarana of the Indian vessel Jalavijaya meets with Jack T. Temin (left) of TOCCO's Division of the Ohio Crankshaft Co., at the Port of Cleveland as TOCCO equipment goes in the hold. The $200,000 order began with trade leads at the Commerce Department's Cleveland Field Office, followed by a sales trip to India.

Finnish firm seeks license to make aluminum products

A Finnish manufacturer of aluminum pots, frying pans, casseroles and cake molds seeks a licensing arrangement with a U.S. company to produce related aluminum products.

Established in 1924, the firm now has a trained production staff of approximately 100 technicians and others.

Write: Oy Aluminitehdas Ab, Jarvenpaa, Finland. WTD.

West Berlin's economy keeps rocketing along

West Berlin's economy has been performing impressively again during 1965. Figures for the first nine months reveal substantial gains over 1964 in incoming orders, production, and industrial turnover.

West Berlin's growth is running ahead of the Federal Republic, with GNP in Berlin expected to increase by 6% this year. Gains of 13% in investments and 10% in production have also been predicted.

To preserve the general atmosphere of buoyancy and optimism, Berlin officials are working hard to ease the tight labor situation and the housing shortage.

EXPORT EXPANSION DATES

Who, what, where to sell

In Japan a construction boom means more opportunities for the latest and best U.S. building materials.

The Thai mining industry, busy carrying out a basic readjustment, is looking for many types of safety equipment.

And the British Government is encouraging industry there to modernize—a situation which means more imports of instruments, components and computers.

These situations are just a smattering of the numerous opportunities open to U.S. exporters.

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the five ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► National exhibitions seek to portray economic and cultural advancement in the United States.

There is still time for a U.S. manufacturer to enter most of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

Some exhibits that are closed are listed, with the recommendation that company representatives may visit them.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry organized and programmed with the help of the Government. American firms interested in selling abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

► The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Production and packaging equipment for the electronics industry. GERMANY. The expanding electronics field in Germany needs U.S. production equipment, machinery, packaging tools and components and related materials. **Frankfurt Trade Center. Jan. 12-19.**

Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.** See also Institutional Catering Equipment (below), Scandinavia.

Furniture. GERMANY. The first U.S. exhibition at the important **International Furniture Fair in Cologne.** The products of America's leading furniture manufacturers will be exhibited; the theme will be "America's Design Heritage from Europe." **Jan. 25-30.**

Materials handling equipment. GERMANY. The continued high interest by German industry in labor and time-saving capital equipment adds impetus to the growing demand for materials handling equipment and components for lifting, loading, conveying and other mechanical handling operations. **Frankfurt Trade Center. Feb. 2-9.**

New building materials. JAPAN. The continued Japanese construction boom presents expanding opportunities for the latest and the best that the U.S. building materials industry has to offer. **Tokyo Trade Center. Feb. 2-11.**

Institutional catering equipment. SCANDINAVIA. In Denmark, Norway, Sweden and Finland, expansion of institutional and in-plant feeding facilities, as well as modernization through "culinary automation" of restaurants and hotels, is creating prime markets for U.S. manufacturers of catering and kitchen equipment. This exhibition, coupled with the London Trade Center show, affords U.S. firms a unique opportunity to reach important European markets. **Stockholm Trade Center. Feb. 3-11.**

Mining and general safety equipment. THAILAND. A basic re-adjustment and new development in the Thai mining industry offers promising sales opportunities for U.S. manufacturers of mining equipment. A collateral market exists not only for mining but for the many other types of safety equipment. **Bangkok Trade Center. Feb. 9-23.**

Consumer and capital goods, SAUDI ARABIA AND TRUCIAL STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. Mission is scheduled for **Feb. 10-March 12.**

Food processing equipment and supplies. ITALY. Major changes in the Italian food industry create a demand for new processing equipment and techniques. A market exists for American machinery, supplies, and special ingredients. **Milan Trade Center, Feb. 18-23.**

Industrial fasteners. SWEDEN. The U.S. commercial exhibition will feature advanced mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of

products around the world

labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. March 8-16.**

Commercial and industrial refrigeration equipment. SPAIN. Excellent market opportunity to cash in on Spain's $148-million refrigeration plan to double facilities by 1968. Taxes and customs duties virtually eliminated on needed imported equipment. **U.S. solo exhibition, Madrid. March 8-17.**

Dental equipment and supplies. GERMANY. The German market, as the Italian, offers opportunities for the American exporter in this field. **Frankfurt Trade Center. March 23-30.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. March 20-April 9.**

Dental equipment and supplies. ITALY. Expanding market in this field offers chance for American firms to increase their sales. **Milan Trade Center. March 12-18.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

High fidelity and stereophonic sound equipment. GREAT BRITAIN. Exhibition will feature a wide selection of the latest American recorders, amplifiers, speakers, stereo tapes and record albums. **London Trade Center. April 14-22.**

Textile, plastics, chemicals, food processing and wood products. CARIBBEAN AREA. U.S. Trade Mission. Business proposals should be submitted by March 1. Mission is scheduled for **April 16-May 14.**

Heating, refrigeration and air-conditioning. GERMANY. Over one million trade visitors from all parts of the world come to the Hannover Fair every year. Large discoveries of natural gas, broadening application of refrigeration techniques, and the large-scale introduction of air-conditioning in housing and industry make the European markets more promising than ever to American industry. **Hannover Trade Fair, U.S. commercial exhibition. April 30-May 8.**

Security and fire prevention and protection equipment. GREAT BRITAIN. The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the art devices. **London Trade Center. May 10-20.**

Manufactured diagnostic, surgical and therapeutic equipment. GERMANY. Germany's favorable business climate and the demand for better hospitals and improved equipment insure a promising market for U.S. manufacturers. **U.S. commercial exhibition. International Hospital Exhibition, Stuttgart. May 11-14.**

Metal finishing equipment. ITALY. Growing industrial recovery now demands rapid increases in capacity and techniques of both captive and job-shop electroplating and spray painting plants. This market is technologically advanced and ready for automation and most recent innovations. **Milan Trade Center. May 17-23.**

Specialized industrial modernization equipment. JAPAN. Four specially selected categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND. Rapidly expanding automobile market in Thailand needs hand and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center. May 18-31.**

Advanced teaching and training aids. FRANCE. France is building and equipping new schools at an unprecedented rate. The Ministry of Education has demonstrated this interest by arranging for over 1,000 educators to attend the U.S. exhibition, at government expense. French industry, too, is expanding its training program, urged by a government tax that must be used for skill training. The market is particularly bright for sophisticated equipment, in which American manufacturers excel. **International Equipment Exposition. U.S. commercial exhibition. Paris. May 19-23.**

Instruments, components and computers. UNITED KINGDOM. The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

ANOTHER SUCCESS STORY goes in the books. Jorge Palomo Sol (left), new distributor for Barbecue King, presents a substantial order to Forrest Deloach Jr., Barbecue King sales representative, at recent San Salvador fair.

Two companies use trade centers' space between exhibits

Optical firm reluctantly shuts doors at exhibit end; batching system for steel mill displayed

Two American firms recently used the trade centers in Tokyo and Stockholm for between-show displays. The results:

About $250,000 worth of on-the-floor sales in six days for the American Optical Co., Southbridge, Mass.

Estimated sales of $100,000 during the next 12 months for the Toledo Scale Corp., Toledo, Ohio.

At Tokyo Center

The American Optical Co. closed their doors reluctantly after their exhibit. The display confirmed their prediction that the Japanese market is ready to be educated in the advanced ophthalmic techniques considered everyday in the United States.

They performed in one week what their exclusive agent, Hattori Trading Co., usually reports in sales in six months. The optical firm used the whole first floor exhibit area of the trade center with a display exhibiting approximately $55,000 worth of instruments, safety equipment and laboratory tools.

William A. Zell, manager of the firm's Far Eastern Division, said, "We outdid ourselves; the introduction of our new products via this show was most successful and will lead to an even more aggressive sales approach by AO in Japan and Southeast Asia."

Among products the firm introduced included a "Masterpiece Lens" for eye glasses, a mass-produced bi-focal lens, sunglasses, an electric hand-edger, and a heat treating machine for regular lenses, and numerous others.

Zell said he believes Japan will be a multi-million dollar market for AO within a few years.

At Stockholm Center

Toledo Svenska AB, an affiliate of Toledo Scale Corp., demonstrated their automatic batching system for steel mill furnaces.

This new system, developed in the United States, is being installed at the Oxelosunds Steel Mill, one of Sweden's largest.

C. O. Sjostrom, managing director of the affiliate, said, "We must again underline the usefulness of the Trade Center to us who have large products to display which do not lend themselves easily to demonstration. Another aspect is, of course, that competitors of our customers can not always be invited to see our equipment when installed. The U.S. trade center makes such a demonstration possible."

Fifty-four steel mill engineers attended the demonstration. Last February, Toledo Svenska AB put on its first demonstration at the Stockholm Center—a display of an automatic concrete mixing system that brought estimated sales of $300,000.

Danish Board of Exhibitions announces 1966 trade fairs

The Danish Supervisory Board of Exhibitions in Denmark, established to improve the standard of trade fairs in that country, has published a list of exhibitions to be held in 1966.

Those which invite foreign participation include:

Scandinavian Boat Show, Feb. 8-13, Copenhagen, Forum Exhibition Hall. Secretariat: Skandinavisk Baadudstilling A/S, 29 Skindergade, Copenhagen K.

International Electronics, Automation and Instruments Fair, Feb. 25-March 6, Copenhagen, Forum Exhibition Hall. Secretariat: Udstillingshallen Forum A/S, Julius Thomsens Plads, Copenhagen V.

Copenhagen Confectioner Guild's Exhibition, March 18-28, Copenhagen, Forum Exhibition Hall. Secretariat: Kjeld Rordam, Supreme Court Attorney, 4 Bredgade, Copenhagen K.

Motor Car and Recreation, April 1-8, Copenhagen, The Bella Center Exhibition Hall. Secretariat: Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej, Copenhagen F.

Scandinavian Plastic Fair, April 22-May 1, Copenhagen, Bella Center Exhibition Hall. Secretariat: Universal Fair and Exhibition Service, Ltd., 17 Blaagaardsgade, Copenhagen N.

International Shoe and Leather Goods Exhibition, May 6-11, Copenhagen, Forum Exhibition Hall. Secretariat: Udstillingshallen Forum A/S, Julius Thomsens Plads, Copenhagen V.

International Piece Goods Fair, May 24-27, Copenhagen, Bella Center Exhibition Hall. Secretariat: Universal Fair and Exhibition Service, Ltd., 17 Blaagaardsgade, Copenhagen N. Not open to general public.

Handicrafts and Industrial Fair, Sept. 2-12, Herning, Herning Exhibition Hall. Secretariat: Herning Hallen A/S, Herning.

Italians turning to the supermarket for their shopping

Milan Trade Center show to help U.S. exporters enter market for food processing equipment

The Italian trend to supermarket shopping has created unprecedented sales opportunity for U.S. food and beverage processing equipment and supplies.

The Commerce Department's Bureau of International Commerce will help American manufacturers cash in on the opportunity by staging a special exhibition of their products at the Trade Center in Milan, Feb. 18-23.

More than 400 supermarkets have opened in Italy since the first in 1959. Consumer preference is shifting rapidly from traditional to convenience and luxury foods. Suppliers need quicker and more efficient ways to prepare, package and distribute goods.

BIC's Italian market surveys show a sizeable demand for: meat processing machines; sterilization equipment; refrigeration, freezer and processing equipment for the canning and dairy industries; instruments for automatic quality and temperature control; weighing, cleaning and bag-filling machines for processing fruits and vegetables; equipment to prepare instant foods, special diet foods and baby foods.

Italy also is a prospective market for brewery equipment, coffee-roasting equipment, commercial cooking equipment, soft-drink processing machines, and sugar-mill equipment.

Write: Bureau of International Commerce (code 8195), Department of Commerce, Washington, D.C. 20230 (Phone: area code 202—WO. 7-3944), or from any of the Department's Field Offices.

International leather fair to take place in Madras

U.S. dealers in leather products and manufacturers of machinery and other products related to the leather industry are invited to participate in the International Leather Fair to be held in Madras Jan. 31-Feb. 6, 1966.

Write: Commercial Attaché, Embassy of India, Washington, D.C., or the Indian Leather Fair Society, Central Leather Research Institute, Madras-20, India.

THE FINAL TOUCHES to a rocking elephant made of American plywood are given above by Mr. Schulte (right), assisted by an exhibitor. Scene took place in the hobby workshop. In photo at left, German customers searching for an electric drill to use at home examine a kit displayed by the Stanley Works. Below, John Winter (front, right) and his assistant, Loek de Bruin, talk business with customers in the Rust-Oleum Co. booth at the home maintenance show.

Do-it-yourself show at Frankfurt Center draws 1,500 buyers

For six days, 28 American manufacturers of do-it-yourself equipment displayed and demonstrated a variety of their products at the home maintenance and improvement show held at the Frankfurt Trade Center Nov. 10-16.

Immediate sales of $120,000 and projected sales for the next 12 months were forecast at $1.1 million. These figures are tentative since they are based on only 16 of 28 final exhibitors' reports.

More than 1,500 visitors were registered, including 800 of the general public, whose admittance to the show was limited to a period of 1½ days. Although many of the exhibiting firms showed standard lines of electrical and hand tools familiar to the local market, 11 exhibitors were introducing their products for the first time to the German market.

Trade visitors showed considerable interest in such items as shower stall kits, special type roofing materials, aluminum awnings and storm doors and windows, luxurious room dividers, plastic folding doors, American-style hammers and swimming pool assembly kits.

The do-it-yourself show received considerable publicity in both the trade and daily press, including Germany's most popular tabloid, BILD-ZEITUNG, which has a circulation of over four million. In addition, a live feature radio broadcast was made directly from the exhibition and coverage also was given by German TV. Seminars were held by three representatives of the do-it-yourself industry.

Panama's economic calm continues as President outlines 1966 goals

Last year's tax reform is expected to lower 1965 budget deficit; import controls urged to help correct heavy trade imbalance

The economic situation in Panama was comparatively steady as President Robles completed the first of his five years in office recently. In his Report to the Nation, the President said that the 1965 Budget deficit would be reduced, largely due to the Tax Reform passed in the early months of his administration.

The budget deficit for the first three quarters was $4 million, compared with $4.6 million for the same period of 1964. The 1965 deficit is expected to be between $2.5 and $5 million.

President Robles also previewed possible areas of strong government emphasis during the coming year, including efforts to curb regular expenditures, increase public investment in education and public health programs, and finally, bringing more of the population into the money economy.

Local businessmen say that 1965 has been one of Panama's best postwar years; however, construction activity may be 25% below the 1963 record level of $16 million. Although construction permits for new residences and commercial establishments in Panama City during the first eight months of 1965 were $2.5 million higher than the comparable period in 1964, the remainder of the year is not expected to experience the strong upsurge of late 1964. Long range prospects appear more promising, however.

Although sales of construction materials and hardware were somewhat below the 1963 period, even this sector enjoyed a relatively good year.

Panamanian auto dealers enjoyed boom sales after a slow start, and sales of white goods and electrical appliances continue strong.

Demand perks up

Demand for agricultural implements and related equipment was stimulated by recent agricultural development loans. Local companies showed increased interest in carrying new lines of agricultural equipment, supplies and fertilizer.

The Ministry of Agriculture, Commerce and Industries published a list of Panamanian firms interested in becoming agents or representatives of U.S. firms desiring to bid on equipment required for certain Government development projects.

During the third quarter the IRHE (*Instituto de Recursos Hidraulcos y Electrificacion*) announced that it was soliciting bids for equipment to construct an electric power substation, and the IDAAN (*Instituto de Acueductos y Alcantarillados Nacionales*) requested information on sources of equipment which it expects to be ordering in 1966.

Moderately good sales

Sales of industrial equipment have been moderately good; a number of recently formed enterprises have purchased and installed machinery for the manufacture of the simpler consumer goods. Local industries started this year include facilities for manufacturing roofing products, cans, furniture, paper bags, signs, pharmaceuticals, and clothing.

Sales of building and raw materials will result from the recent decision by Colgate-Palmolive to build a $1.2 million cosmetic plant.

Trade figures are not available for the quarter; however, import-export totals are believed to show little change from last year. The U.S. maritime strikes of February and June-August caused inconvenience and expense to shipping industries, and to some individual companies.

Shrimp exports for the period were slightly lower than in the corresponding period in 1964; on the other hand banana exports rose about 30%. Part of Panama's potato crop was exported to Nicaragua.

The disparity between exports and imports (imports of $39.3 million and exports of $16.9 million) during January-March 1965 was highlighted in the annual report of the Minister of Agriculture, Commerce and Industries.

The Minister urged broader use of import quotas and higher tariffs on luxury and non-essential items and those for which substitutes are locally available.

Such items include soups, corn and rice, knitted shirts, fish and apples. Panama's need for additional outlets was cited in discussions of Panama's entrance into the Central American Common Market (CACM)—the subject of study by both Panamanian and CACM official commissions. The Office of Price Control reduced import quotas on such items as sesame and copra, and actually called for elimination of imports of peanuts, coconut, and cottonseed oils.

Feed grain imports

Following near-drought conditions during the early weeks of the quarter, the Office of Price Control authorized the import of feed grains to supplement dwindling stocks, especially of beans and corn.

A limitation was placed upon domestic consumption of beef.

Pan American Airways inaugurated a jet cargo service to Panama on July 1, and the U.S. Civil Aeronautics Board certified increased service between Panama and Miami.

The telephone department of the *Compania Panamena de Fuerza y Luz* (subsidiary of American and Foreign Power) announced plans for an automatic toll dialing system for Panama City and Colon; orders for part of the required equipment have already been placed. *Communicaciones, S.A.*, which services all parts of the Republic, announced that its microwave network will be expanded to permit 30 new communication channels for Colon; equipment will also be available for firms in the Colon Free Zone desiring direct telephone connection with their offices in Panama City.

The Department of Post Offices and Telecommunications was authorized to obtain a $1.1 million loan to purchase new equipment for the publicly-owned

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

telephone system and to finance a new building for the Department. A program to improve the postal service was begun.

Loan activity under the Alliance for Progress continued during the quarter. Initial conditions for the disbursement of a $1.3 million AID loan to renew part of the Colon sewer system were partially satisfied.

A $1.7 million AID loan for constructing 166 rural schools on a "self help" basis was authorized, and construction will start in February.

An interim construction financing agreement for $1.5 million, arranged by the National Housing Institute with the First National City Bank, was also signed.

By the end of the third quarter, AID had approved the financing of feasibility studies for extension of the Panama City Water Supply System, irrigation water control in the Tonosi Basin in the Central Provinces, and the increase of tourism through the establishment of tourist centers and hotels.

Malayan irrigation project open to international bids

The World Bank has approved a loan equivalent to $45 million to Malaysia to assist in financing the Muda River irrigation project in northwest Malaya. Major works will be constructed by contract after international competitive bidding.

Water for irrigation will come mainly from the Muda and Pedu Rivers and dams will be built on both of them. Their reservoirs will be connected by a five-mile tunnel because, while the large watershed of the Muda produces the greatest flows, an adequate reservoir cannot be developed because of the mountainous terrain behind the Muda dam.

An auxiliary dam will be built about four miles southeast of the Pedu dam site.

The project also includes river improvements; diversion works; dikes along the coast and river channels, with tidal gates in the river channels to prevent salt water intrusion and provide gravity drainage during low-tide periods; the improvement of the 23-mile main canal in the north, and the construction of a 37½-mile main canal in the south; secondary canals and drains.

Funds will be provided for equipment and facilities to operate and maintain the irrigation system and to hire consultants.

The project will be executed by the Drainage and Irrigation Division of the Ministry of Agriculture and Cooperatives.

Gabon's economy diversifies, but wood still plays lion's role

U.S. firm makes feasibility study of railway to iron ore region; liberal investment code stresses importance of private initiative

The rapid growth of Gabon's economy continued during the past year, with the most notable advances in lumber, manganese and oil. Gabon's trade, with both exports and imports maintaining their upward rise, showed an increasingly favorable trade balance.

Despite rapid development in the mining sector, Gabon's forests remain its single greatest asset. Wood and wood products account for about 50% of the total value of exports, and funds derived from forestry activities contribute no less than 70% of total government revenue.

Mining output continues to soar, with nearly a million tons of manganese being stripped from the ridges of Moanda. Gabon is one of the world's most important producers of this strategic commodity.

Early in 1965, the American engineering firm, Foley Brothers, completed a feasibility study of the Belinga-Owendo railroad which will open up vast iron ore concessions at Belinga in northwest Gabon. With this deposit (in which Bethlehem Steel has 50% interest) and others near by, Gabon is now estimated to have reserves of two billion tons of high-grade iron ore.

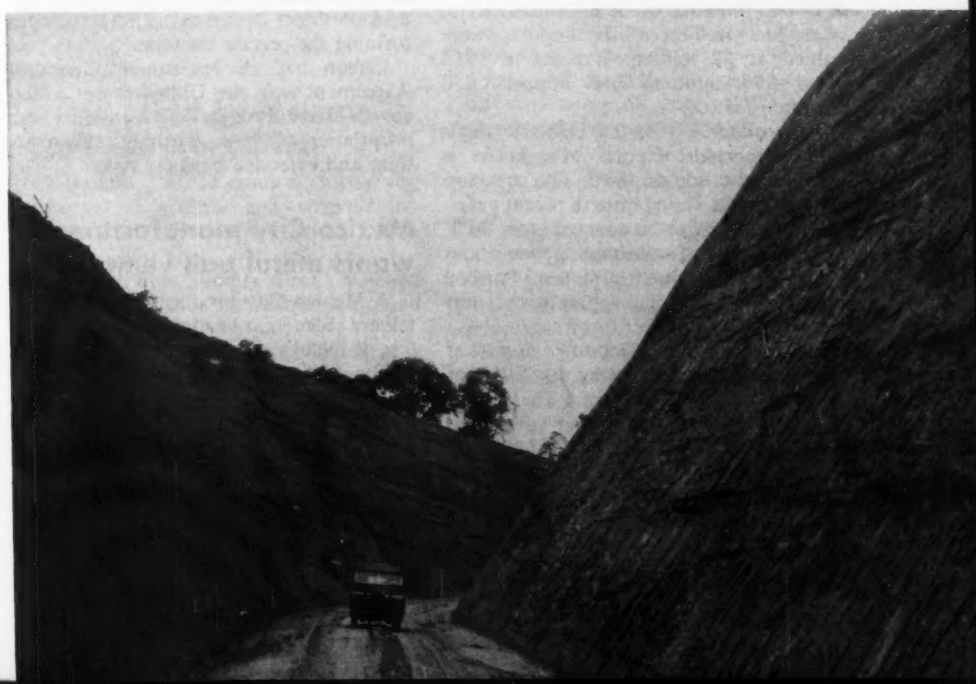
The output of petroleum is now in excess of a million tons a year, but this is only the beginning. Production is expected to increase from two and a half to three times within the next two years. New oil strikes by Shell-Gabon have resulted in estimated reserves of 50 million tons in the Gamba region alone. In recent months both Esso and Gulf have shown interest in Gabon's petroleum.

Wood processing, which is Gabon's third leading industry, continues on the upgrade. Gabon's 17 sawmills are producing almost 800,000 cubic feet of lumber a year for export, and four veneer plants are turning out 860,000 cubic feet of veneer.

Gabon's industrial development plans include a deep water port and a cement factory at Owendo, a dam and a cellulose plant at Kinguele, a brewery at Port Gentil, as well as the Belinga-Owendo railroad project and an oil refinery at Port Gentil.

Studies for the deep water port at

NEW HIGHWAYS are one of Gabon's most pressing needs. The nearly finished road below will help transport her enormous reserves of natural resources to world markets. A U.S. firm recently made a feasibility study of a railroad designed to open up the vast iron ore fields of Northwest Gabon.



BUILDING A MODERN ECONOMY from the ground up continues in Gabon, where the steel skeleton of another building reaches for the sky. A liberal investment code reflects the Government's favorable attitude toward private enterprise.

Owendo, financed by a $800,000 credit from the European Development Fund, are scheduled to begin soon. When construction on the Belinga-Owendo railroad begins, some 400,000 tons of supplies will have to be unloaded near Owendo. The port of Libreville would not be able to absorb the increase in traffic.

Higher imports and exports featured Gabon's trade picture. Exports for the first two months of 1965 amounted to over $12 million while imports were valued at $7 million. Exports in 1964 were $96 million, and imports $56 million.

Raw okoume remains Gabon's single most important export. Manganese is second and crude oil third. The structure of imports has varied little in recent years. Heavy equipment accounted for 30% of the total, and consumer goods about 25%. Food products and semi-finished goods follow, each having somewhat less than 20% of the total.

France remains Gabon's dominant trading partner, accounting for 50% of exports and 60% of imports. The United States remains in second place with 15 to 20% of Gabon's trade, but Gabonese-U.S. trade is increasing. For the first nine months of 1965 U.S. exports to Gabon were $3.4 million, and U.S. imports $5.5 million.

The Federal Republic of Germany is Gabon's third most important trading partner, accounting for about 10% of exports and 5% of imports. Other important trading partners are the United Kingdom, Israel and the Netherlands.

The United States took nearly two-thirds of the manganese exported by Gabon in 1964. U.S. imports of Gabonese veneer and plywood are also increasing.

U.S. exports to Gabon consist primarily of heavy tractors, machines for extracting and drilling, and automotive parts.

Even though U.S. exports in most cases are subject to the Equatorial Customs Union's common external tariff, the U.S. still dominates in categories where U.S. technical superiority is well known or in categories which are exempted from the full tariff under the Gabonese investment code.

However, the tariff, which favors the Common Market countries, has clearly discouraged imports from the U.S. in other categories.

American private interest in Gabon increased early in 1965 when the First National City Bank of New York, through its wholly-owned International Banking Corporation, made a $3.3 million investment (a 40% interest) in the newly-created *Banque International pour l'Afrique Occidentale* which operates in several West African countries, including Gabon. Allen and Company took an approximate 9% participation in the new bank, thus bringing the total U.S. financial interest to about 49%.

Gabon's liberal investment code continues to favor private investment, and Gabonese authorities have called for more private initiative. Gabon's President, Leon Mba, assured foreign businessmen early in 1965 that his government would not take pertinent decisions without fully informing the private interests.

Gabon has an Investment Guaranty Agreement with the United States which covers losses through inconvertibility, expropriation and war, revolution, insurrection, and extended business risks.

Mexico City manufacturer wants metal pail venture

A Mexico City producer of metal containers seeks joint venture to manufacture line of metal pails.

The U.S. partner is asked to provide machinery and equipment together with technical know-how.

Write: Envases Metalicos Semex, S.A., Calle Escape No. 4-A, Naucalpan de Juarez, Edo. de Mexico, Mexico. WTD.

New Liberian bank to provide capital for private investors

Favorable business climate expected to attract investments

Liberian, European and U.S. investors have joined with the International Finance Corporation (IFC) in setting up the Liberian Bank for Industrial Development and Investment (LBIDI) to provide medium and long-term capital to private enterprises in Liberia. The new institution will have resources amounting to $4.5 million.

LBIDI's operations are expected to contribute to the development of a capital market in Liberia and further the growth of local industry. Although the industrial sector of the economy is still small, it has been extended considerably in recent years by the establishment of new industries, some sponsored by foreign-owned companies attracted by the favorable business climate and others by local entrepeneurs entering industry for the first time.

IFC, an affiliate of the World Bank, is subscribing approximately $250,000 into its first investment in Liberia. An equivalent amount has been subscribed by the Liberian Development Corporation, a Government agency devoted to the promotion of industry in Liberia. The remainder of the share capital has been subscribed by private Liberian investors and by the Bank of Monrovia, an affiliate of First National City Bank, New York; Firestone Plantations Co.; The International Trust Co. of Liberia; Instituto Mobiliare Italiano; LAMCO Joint Venture, and Liberia Mining Co., Ltd.

The U.S. Agency for International Development has agreed to contribute to the cost of management for the new institution and to provide the services of an American consultant firm now in Liberia, for the appraisal of investment proposals on behalf of LBIDI.

At least 51% of the new institution's authorized share capital must be held by Liberian citizens or corporations, the Liberian Government or by international institutions such as IFC of which Liberia is a member. IFC and the Liberian Government have agreed to reserve their shares for sale to private Liberian investors as a means of encouraging wider local ownership of the institution.

Argentine appliance producer requests licensing agreement

Negotiations with U.S. firms necessary to expansion plans

A Buenos Aires manufacturer of small home appliances currently employing 400 in three plants would like to negotiate licensing agreements with U.S. manufacturers of electric appliances such as vacuum cleaners, fans, grills, toasters, irons and baby needs.

The firm is reported to represent a total investment of $1 million, and has under construction a completely redesigned and modern headquarters and main plant.

The primary purpose of negotiating licensing arrangements with experienced U.S. manufacturers of household electric appliances is expansion.

The firm makes three sizes of a mixer-blender and accessories including grinders and juicers under a British license. Its production represents 87% of the Argentine market for these appliances. Annual production is approximately 60,000 units but upon completion of its construction program in 1966 it will be able to triple this amount.

The eight-year-old firm reportedly is efficient in its management and operations and not only maintained sales and production during the 1961-1962 Argentine recession, but also carried on some plant expansion.

It is reported that the modern redesigned headquarters is windowless, air-conditioned and has indirect lighting with tiled floors. It features a modern assembly line capable of turning out 400 units in a single shift day, quality control, testing and inspecting units, and a design, engineering and drafting section.

The new facilities will include an IBM 6400 machine for billing, cost-pricing analysis and accounting.

Prints its own

Quarters for a 20-man publicity department are included in the building. The firm publishes advertising and promotional brochures and prints four-color pamphlets in its own shop.

Its advertising department designs, lays out and prints all the firm's advertising material, writes copy and both designs and writes its own newspaper and television advertising. In addition to providing a modern stainless steel kitchen for its 400 employees, the firm also furnishes the services of a doctor and dentist.

Write: Licensing Proposal, Commercial Section, American Embassy, Sarmiento 657, Buenos Aires, Argentina. WTD.★

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

License asked by Mexican to expand product line

A license to make essences, medicines, perfumes, detergents and soap is requested by a Mexico City firm, established in 1896.

The firm now manufactures medicinal and toilet products but wishes to expand its product line.

Because of import duties and import permit requirements, the Mexican manufacturer is protected from foreign competition.

Write: Laboratorios Devals, S.A. Puebla No. 350, Mexico, D.F., Mexico. WTD.

Finnish firm wants U.S. partner for security lock venture

One of Finland's three largest industrial enterprises seeks a joint venture partner in the U.S. for production of new security locks which reportedly have had great success in Scandinavia, the United Kingdom and Germany.

The firm feels its products will prove equally acceptable in the U.S. The firm reports the first customers in a new market usually are research and industrial establishments, defense installations and others requiring absolute security and key protection.

According to the manufacturer, it is looking for a U.S. producer who sees the need for a protected key locking system. The firm has developed its own machine for key cutting and delivers only to firms licensed to make its locks and keys.

The firm claims that the lock's key cannot be duplicated with conventional key-cutting equipment.

Other advantages claimed include provision of the best of all known combinations for group or master-key systems, and a large selection of models for any desired purpose such as doorlocks, furniture locks and padlocks available for combination in the same master-key system.

U.S. manufacturers interested in producing these locks, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1365.

Firms which are not manufacturers must state name of principal for whom they request the information.

EQUIPMENT

A manufacturer of packing and rolling machines seeks a license from a U.S. firm to manufacture industrial air conditioning equipment and industrial dust collecting equipment. The firm also wishes to grant a license to a U.S. manufacturer for the production of its double vibratory motor driven roller which can be used for agriculture or road construction.

Write: Leifeld & Lemke, Maschinenfabrik, 9 Wehmuehlerstr. 49, Herford/Westfalen, Germany. WTD.

Quarterly export control report shows license applications for Eastern Europe at new high

Increase reflects heavy trade in agricultural products; total value 40% higher than second quarter of 1965

Export license applications totaling $39 million, reflecting heavy trade in agricultural commodities, were approved for Eastern European destinations in the third quarter of 1965.

This dollar value was approximately 40% higher than second quarter totals of $28.2 million, and almost three times as large as approvals of $13.8 million in the third quarter of 1964, the Commerce Department reported in its 73rd Quarterly Report on Export Control.

Export applications rejected were valued at $1.78 million.

The licensed agricultural commodities totaled $21.7 million, of which $18.7 million were for Czechoslovakia. Czechoslovakia also led in total applications approved, with $21.8 million.

The U.S.S.R. followed with a total of $10.4 million, followed by East Germany, $2.8 million; Rumania, $2.1 million; Bulgaria, $942,918; Hungary, $787,787; and Poland, $152,366.

Sorghum leads

Yellow grain sorghum was responsible for about 60% of the agricultural licenses approved, followed by barley, corn, soybeans, soybean meal and tobacco.

In addition to Czechoslovakia, farm product purchasers included East Germany, $2.2 million and Bulgaria with $843,600.

Commodities other than farm products for which export licenses were approved were industrial equipment, $2 million (Czechoslovakia); an electronic computer system with parts and accessories, $457,074 (East Germany); ethyl antiknock compounds, $380,544, and oil and gas field equipment, $1.5 million (Rumania); industrial chemicals, $1.8 million, grinding machines and parts, $2.4 million, and chemical wood pulp, $3.4 million (U.S.S.R.).

Principal items in the third quarter license applications rejected were an electric computer ($961,614) to East Germany; transistor manufacturing equipment ($370,367) to the U.S.S.R., and molybdenum disulphide ($215,292) to Czechoslovakia.

The value of goods approved for export in a given quarter is not necessarily reflected in the amounts actually shipped during that quarter.

Second quarter exports

U.S. exports to the Eastern European countries in the second quarter totaled $39.1 million, compared with exports of $25.3 million during the first quarter of the year.

Of this total, Poland received $7.6 million and the U.S.S.R., $19.3 million. Principal exports to Poland were inedible tallow, $2.6 million; agricultural commodities, $1.4 million; and undressed hides and skins, $700,000.

The U.S.S.R. received inedible tallow, $9.5 million; woodpulp, $4 million; herbicides, $1.1 million, and cotton pulp, $500,000. Exports to Eastern Europe were 0.5% of total U.S. exports for the period.

Imports from the Eastern European countries continued to increase, totaling $33 million, against $30.7 million in the previous quarter. These imports were 0.6% of total U.S. imports for the period.

Poland accounted for $18.2 million of this total, principally in canned hams and other meat products and certain iron and steel forms. The U.S.S.R. provided $7.3 million in imports to the U.S., mainly chrome ore, platinum, palladium and rhodium.

For a copy of "Export Control, Seventy-third Quarterly Report," available for 20 cents, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., or any Department of Commerce Field Office.

Morocco to use U.S. supplies to raise phosphate production

Morocco will purchase U.S. equipment needed to expand production facilities of its important phosphate resources.

No firm sales contracts for equipment have been signed, but the Office Cherifien des Phosphates (OCP), an autonomous corporation wholly owned by the Moroccan Government, has indicated it will purchase from U.S. suppliers a 60-cubic yard dragline, a nine-cubic yard dragline, power shovels, drilling machines and equipment, trucks, earth-moving equipment, and conveyor belts.

Total cost of OCP's expansion program will be some $56.6 million equivalent, including local costs and costs of equipment to be purchased in France and Germany.

The U.S. purchases will be financed through a $24 million credit authorized by the Export-Import Bank.

OCP currently produces some 10 million tons of phosphate a year. Growing world demand for phosphate, however, used primarily in the manufacture of fertilizer and synthetic detergents, has encouraged the Moroccan firm to plan expansion of annual production by seven million tons. This increased production goal is expected to be reached in 1970.

The equipment to be procured in the U.S. will be used at two new operating sites in Morocco about 75 miles southeast of Casablanca-Sidi-Daoui Sud and Meraa-el-Arech, both of which will be open pit operations.

Bolivian power project helped by U.S. investor

A North Carolina company is investing $500,000 through a branch operation for construction of the Corani hydroelectric power plant in Bolivia.

A large part of the investment of the J. A. Jones Construction Co. of Charlotte will be in the installation of heavy machinery, all of which will be purchased in the U.S.

The additional power supply is expected to be important to Bolivia's economic and social development. The project will help to increase Bolivia's industrial growth by providing technical training and new jobs.

The Agency for International Development has issued the U.S. firm an investment guaranty of $750,000 against inconvertibility of local currencies.

Tariff Commission reports on present quotas, embargoes

Only a few of the thousands of items imported into the U.S. annually are subject to quantitative restrictions, according to a report issued by the Tariff Commission.

The Commission, in response to requests from Government agencies, Congress and the public for information on quantitative restrictions on imported items, has prepared a compilation of absolute quotas and embargoes currently provided for or cited in the Tariff Schedules of the U.S. All tariff quotas currently applicable are also identified.

The quantitative restrictions or tariff quotas are listed in six sections. These are:

Absolute quotas and embargoes imposed pursuant to section 22 of the Agricultural Adjustment Act, as amended;

Absolute quotas on sugar under the Sugar Act of 1948, as amended;

Absolute quotas under the Philippine Trade Agreement Revision Act of 1955 and the trade agreement between the U.S. and the Philippines of 1946 as revised;

Other absolute quotas and embargoes provided for or cited in the Tariff Schedules of the U.S.;

Tariff quotas in effect pursuant to trade-agreement concessions;

Tariff quotas under the Philippine Trade Agreement Revision Act of 1955 and the trade agreement between the U.S. and the Philippines of 1946, as revised.

The compilation of quantitative restrictions, embargoes, and tariff quotas will be revised periodically.

For a copy of the compilation, **write:** Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

Commerce Department lists foreign excess property approved for October entry

Foreign excess property approved for entry into the U.S. in October included 231 used military trucks; 15 semi-trailers and a large assortment of military vehicle parts.

Unused pressure plates for military vehicles were also approved for entry, according to a Department of Commerce report. Foreign excess porperty is owned and sold abroad by the U.S. Government and may be brought into the U.S. only to relieve a shortage or otherwise benefit the economy.

Electrical equipment, air compressors, an aircraft fuselage, material-handling equipment, copper wire, brass scrap and a gasoline engine, all of which had been used, also were cleared for entry.

Denied clearance were used fire extinguishers, six utility jeeps, and 3,600 sleeping bags, because comparable products are available in commercial channels in the U.S., the report stated.

Hearing postponed

The Tariff Commission postponed a hearing on investigation of imported in-the-ear hearing aids scheduled for Dec. 7 to 10 a.m., Jan. 18.

Spain reduces duties on aircraft equipment

The Government of Spain has reduced import duties on a number of items in the field of aircraft and airport equipment.

The new rates are (items listed by tariff number):

83.07 Sealed beams for airports, 1%; 84.06-A-2 aircraft engines weighing more than 1,000 kg., Free; 84.06-A-1 aircraft engines weighing over 155 kg., Free; 84.08-A reaction engines and parts, Free;

84.22-F-1 Self-propelled cranes with a carrying capacity over 25 metric tons and with only one set of controls, 1%; 85.13-A-3 and 85.15-D radio-telephonic coding equipment, 1%; 85.16 visual indicators for airport glidepaths, 1%; 85.20-A PAR parabolic and quartz-iodine lamps for airports, 1%; 87.04-B chassis with gas motors over 175 hp. and four wheel drive for airports, 1%;

88.05-B Ground flying trainers and parts, Free; 90.16-B-2-a test benches for aircraft, Free; 90.28-C-5 electrical measuring instruments for aircraft, Free; 90.28-C-6 tension regulators and stabilizers, intensity and frequency higher than .05 seconds, stability over 5%, 1%.

In addition, an amendment was made to the preliminary regulations of the Tariff which provides that material imported for the overhaul of duty free aircraft will also be imported duty free.

Commerce issues tightened rules on copper exports

Copper scrap export quotas set; unshipped balances cut by 50%

The Department of Commerce has issued new regulations tightening controls over the flow of copper out of the United States.

The new rules and procedural requirements for compliance are contained in Current Export Bulletin No. 924 of the Comprehensive Export Schedule.

Under the new regulations, which include the establishment of export quotas for copper scrap, unshipped balances of outstanding scrap licenses will be reduced by 50%, effective December 1. Exporters will be allowed until February 28 to move these reduced balances.

The overall quota for the first half of 1966 will be limited to 15,000 copper content tons.

Applicants for scrap licenses will be required to show that they exported copper between January 1, 1964, and September 30, 1965. The deadline for filing for licenses is December 20.

Watching shipments abroad

There will be no quantitative restrictions on exports of copper other than scrap, but the amount moving out of the country will be kept under surveillance. To facilitate this, exporters must file an extra copy of the shipper's export declaration.

Semi-fabricated copper commodities will require individual export licenses for all countries but Canada. Previously, these commodities could move to Western Hemisphere countries and Western Europe without a validated license.

Exports of refined and unrefined copper continue to require validated licenses to all countries except Canada.

Current Export Bulletin No. 924 is available at 25 cents a copy from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or any Department Field Office. The Comprehensive Export Schedule is for sale annually at $7 for domestic delivery.

School and kindergartens to be built in Kuwait open to construction bids

Kuwait's Ministry of Public Works is inviting bids on three separate school construction projects.

Bid deadline is Dec. 22 for all three projects. Bids must be submitted through a local contractor who is registered with the Central Tenders Board for construction works or buildings only in categories 2, 3 and 4.

Tender No. QS/T-65/83 is for the construction and completion of a Boys Intermediate School at East Hawalli, estimated cost $1.2 million. Tender documents are available for KD.80 ($224) from the Central Tenders Board, State of Kuwait. The bank guarantee required with each bid submitted is KD.7,000 ($19,600).

The other two tenders are for the construction and completion of two model kindergartens, each estimated to cost $392,000. A $19,600 bank guarantee is required with each bid submitted. Document fees for each project are KD.55 ($154). Tender No. QS/T-65/79 is for the kindergarten to be constructed in West Adilyya. Tender No. QS/T-65/81 is for the model kindergarten to be constructed at Ibriq Kheetan.

Bids on the two kindergartens must also be submitted through a local contractor.

A copy of the list of Registered Kuwait Contractors for Categories 1 through 4 is available from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

SHAPE needs 4-wheel drive truck for servicing plants

Bids for a four wheel drive truck, which will be used as a mobile workshop for servicing and repairing small electric power plants, are being invited by the Supreme Headquarters Allied Powers Europe (SHAPE).

The van or shelter on the truck is to be furnished with workbenches, storage drawers, cabinets and some power driven tools. Specifications call for a gasoline powered engine, fitted with a powered winch.

U.S. firms interested in participating in this tender must submit their bids by Jan. 14, 1966.

A copy of the invitation to bid (No. 65-25) is available on loan from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Burmese tender itemizes 85 boiler fittings and accessories for suppliers

Burma's People's Stores Corporation is inviting bids on 85 various boiler fittings and accessory items under tender No. 45(T)MCY-G-1/(65-66)/1144.

The many items sought are in various sizes, diameters and weights, and include 2,000 water gauge glass; 3,100 high pressure gauge glass tubes; 280 gun metal blow down valves (cock); 200 gun metal intake check valves (angle); 400 steam pressure gauge Bourdon's type c/w cocks; 90,000 R. ft. steam pipe black mild steel seamless tube; seamless boiler tubes; gun metal water gauge fittings; lubricators; grease Stauffer cups; 650 (150 lb. steam pressure) gun metal steam wheel valves, globe and horizontal type; and 1,200 gun metal injectors, Penberthy type, of various key sizes.

Bids should be submitted by Dec. 20 to: Chairman, Machinery, Equipment, Tools, and Spares Division, People's Stores Corporation, Rangoon, Burma.

Interested firms located in the United States may obtain a copy of this Tender's List of Stores, Instructions and Terms from the Building Materials & Construction Industries Division, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Netherland Antilles invites bids for 3 separate sections on hotel construction work

The N. V. Hotel Maatschappij El Curacao invites bids on each of the following sections of additions and alterations to the Hotel Curacao Intercontinental—Second Building Phase:

General construction work,

Subcontract for airconditioning and ventilating work, and

Subcontract for elevators.

The three sections listed are in connection with the building of the 120-room addition to the hotel. Estimated cost is $1,050,000 (NAF 2 million).

Bids must be received by 10 a.m., Dec. 30 in the office of the above-named Hotel, Plaza Piar.

Complete sets of contract documents can be obtained upon payment of $263 (approximately) at the office of Ben Smit, Architect, B.N.A., de Ruyterkade, Willemsted, Curacao, N.A., up to 10 days prior to deadline date. Firms may return complete sets for refund, if the documents are in good condition and returned within 30 days from bid opening date.

Separate divisions of the Specifications and Drawings as mentioned for the three sections may be purchased (no refund) only by firms who have obtained a complete set of contract documents.

Pakistan railroad needs maintenance equipment

The Secretary, Railway Board, Government of West Pakistan, P.W. Railway Headquarters, (Room No. 7, First Floor), Empress Road, Lahore, has issued tender No. PR-1/65/PMP/27 for one 10-ton capacity overhead electric crane, 42 foot span; one 10-ton capacity overhead, electric crane, 60 foot span; 20-ton press for repairing railroad car wheels; 150-ton press brake; and equipment for clay grinding.

Bid deadline for this equipment is Dec. 21.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Sound studio equipment sought by New Zealand

The New Zealand Broadcasting Corp., P.O. Box 98, Wellington, New Zealand, has issued tender No. M-4616 calling for the supply of equipment for new sound studios at Rotorua. Equipment called for includes control and announcers' desks for two studios, main equipment room racks, PABX talkback units and a studio talkback unit. Installation will be accomplished by the NZBC Engineering Staff.

Preference will be given to equipment which is fully transistorized. The control desks should have a "module" construction which can be readily expanded in the future.

Certain equipment will be supplied by the NZBC, such as: microphones and booms, tape recorders and a master clock system.

Bid deadline is March 2, 1966, at the offices of the NZBC.

A loan copy of the tender document and specifications is available to firms located in the U.S. from the Electronic Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Various office supplies and equipment needed by Burma

Burma is offering tender No. 2(65-66) for stationery equipment, including pencils, stapling machines, paper clips, typewriter ribbons, carbon paper, stencil paper, ink, typing paper, and wrapping paper.

Deadline is Dec. 15 for bids to be submitted to the Superintendent, Central Press, Rangoon, Burma. Cable: PRINTING, Rangoon.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Turkey requests bids on 3 garbage conversion systems

Bids are invited for the supply, erection and operation of three garbage disposal and conversion systems of 500 tons daily capacity each, capable of converting garbage to artificial fertilizer, or other useful material or energy.

Specifications, terms and conditions (in Turkish) may be obtained from the Istanbul Belediyesi, Belediye Sarayi, Istanbul.

Bid deadline is Jan. 7, 1966.

Turkey plans to electrify subway system; seeks bids

The Istanbul Electric, Tunnel and Tramway Administration (I.E.T.T.) Istanbul, Turkey, requests bids for the conversion from steam to electricity of the city's short one-station subway system. Estimated cost of the project is approximately $555,555.

Bid deadline is Dec. 31.

Copies of the specifications are available for about $28 each from I.E.T.T. Idaresi, Tunel, Beyoglu, Istanbul, Turkey.

Review documents available for New Zealand's Tokaanu Tunnel job, Contract No. 2

Contractors who are interested in registering to bid on the construction of the Tokaanu Tunnel, Contract No. 2, may review the set of documents issued by New Zealand's Ministry of Works in Wellington. The Tokaanu Tunnel is part of the Tongariro Power Development, Tokaanu Power Project. (INTERNATIONAL COMMERCE, Nov. 15, p. 48 and Nov. 29, p. 32).

The deadline to register is Dec. 21, in writing, with the Secretary of the Tenders Board.

Interested companies may review the set of documents in Rm. 4014, Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington, D.C.

Additional sets are available from the New Zealand Embassy in Washington, D.C., and the New Zealand Consuls General in San Francisco and New York.

Construction bids requested by Libya for sewerage system

The Central Tenders Board, Ministry of Finance, Tripoli, has issued tender No. 787 for the construction of a sewerage system for the City of Misurata.

Specifications and conditions are available from the Department of Public Works, Tripoli or Benghazi, for approximately $70 (nonrefundable).

Bidders are required to submit a $14,000 guarantee or a letter of guarantee issued by a Libyan bank. A deposit of 10% of tender value will be required of the successful bidder when the contract is signed. Bidders will also be asked to list their professional licenses, place of issuance, expiration date, and type of work covered by licenses.

The deadline for submission of bids is March 7, 1966. Correspondence is preferred in English.

Medical equipment suppliers offered opportunity in Peru

Peru has budgeted $550,000 for the cost of constructing 8 medical posts and 5 sanitary posts throughout the country.

The tender No. on this project is 05-65. Bids should be submitted by 10 a.m., Dec. 21. Documents are available for approximately $149 from Fondo Nacional de Salud y Bienestar Social (Oficina Tecnica), Ministerio de Salud Publica y Asistencia Social, Lima. Correspondence should be in Spanish.

The construction of these medical and sanitary posts will afford an opportunity for U.S. firms to supply medical equipment.

Construction equipment bid deadline changed by Ceylon

The Chairman, Tender Board, UDA Walawe Project, Gal Oya Development Board, Embilipitiya, Ceylon, has extended the bid deadline for the supply of construction machinery, mining, transportation, general industrial and service equipment from Nov. 30 to Dec. 31. (INTERNATIONAL COMMERCE, Oct. 18, p. 37, SIC No. 353).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

KOREA—Wheat. Wishes to represent U.S. bulk grain supplier. Sungsan Trading Co. (exporter, importer), C.P.O. Box 859, Seoul. WTD in preparation.

201 Meat products

FRANCE—Sausage casings, hog and beef, all sizes, in natural condition; good quality. Boyauderie Meridionale (processor, wholesaler), 67 Rue Bourrassol, 31-Toulouse, Haute-Garonne. WTD 11/16/65.

Frozen meat and offals. Compagnie d'Importation & d'Exportation (CODEX) (importer, dealer), 2 Rue Monge, Paris 5e. WTD 10/15/65.

203 Canning, preserving foods

FRANCE—Fresh and raw or cooked frozen packaged fish and other sea food; canned and preserved oysters; fresh oysters, shucked, packed in nonsealed containers. Requests replies in French. Societe La Langouste (importer, wholesaler, retailer), Roscoff, Finistere. WTD 10/21/65.

204 Grain mill products

FINLAND—Feeds, all types; additives; related supplies. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

KUWAIT—Milled rice. Direct purchase and

agency. Abdul Latif Abdul Karim al Munayes (importer, wholesaler), P.O. Box 2446, Kuwait. WTD 11/8/65.

SAUDI ARABIA—Rice, various brands, long and short grain; best quality white flour; wheat. Importer, wholesaler, retailer, commission agent seeks offers from U.S. exporters and millers. Saleh Hamad Bassam, P.O. Box 206, Jidda. WTD 11/8/65.

220 Textile mill products

FINLAND—Fabrics, yarns, all types raw materials, related supplies for use in manufacture of textiles. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

227 Floor coverings

FRANCE—Bathroom carpets. Direct purchase and agency. Paralux (manufacturer), 6 Impasse Fouilloux, Ivry (Seine). WTD 9/30/65.

234 Women's, misses', children's, infants' under garments

FRANCE—Women's lingerie, average priced. Etablissements Andre Lefebvre & Cie (manufacturer, wholesaler), 124 Rue des 4 Coins, Calais, Pas-de-Calais. WTD 10/18/65.

239 Fabricated textile products

FRANCE—Shower curtains. Direct purchase and agency. Paralux (manufacturer), 6 Impasse Fouilloux, Ivry (Seine). WTD 9/30/65.

252 Office furniture

SAUDI ARABIA—Office furniture: metal desks, record cabinets, safes, tables, similar items. Importer, wholesaler, retailer, commission agent seeks offers with catalogs and price lists. Saleh Hamad Bassam, P.O. Box 206, Jidda. WTD 11/8/65.

263 Paperboard mills

FRANCE—Kraft board; unbleached heavy kraft paper; semi-chemical corrugating board. Direct purchase and agency. Union Meridionale de Papeteries (importer-exporter, manufacturer's agent), 47 Avenue Clot Bey, Marseille 8. WTD 11/10/65.

264 Converted paper, paperboard products

FINLAND—Paper and film masking tapes, other special tapes, for printing industry use. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

Masking tape for automotive vehicle enamel painting; must stand high drying kiln temperatures. Also, masking tape for normal painting usage. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

KUWAIT—Paper for making sanitary food containers including hot and cold drink cups, ice cream pails, paper plates. Mohamad Abdulmohsin Al-Kharafi (importer, retailer, wholesaler, manufacturer), P.O. Box 163, Kuwait. WTD 12/7/64.

272 Periodicals

GERMANY—Second hand science periodicals, runs, sets, vols., fob quotations requested. Dr. Martin Saendig OHG (importer, exporter, retailer), 62 Wiesbaden, 5 Gustav-Freytag-Strasse, West. WTD 4/12/65.

281 Industrial chemicals

FINLAND—Sanitary chemicals especially devised for sewage cleansing or sewage treatment use. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

Chemicals, starches, other raw materials for use in manufacture of paper. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

Chemicals, related compounds, materials for paper processing industry use. Requests full details, prices, terms. Direct purchase and agency. Oy Trade-Link Ltd. (importer, agent), P. Esplanaadikatu 33 A, Helsinki. WTD 11/15/65.

● **NEPAL**—Ammonium sulfate, 6,000 m.t.; single superphosphate, 5,500 m.t.; muriate of potash, 2,035 m.t.; urea, triple (double) superphosphate and ammonium nitrate, 1,000 m.t. each (INTERNATIONAL COMMERCE, Nov. 15, p. 51). Price quotations cif Calcutta required by Dept. of Commerce, Government of Nepal. U.S. supplier should direct quotations and terms to American Embassy, Kathmandu.

UAR—Rock sulphur, 50,000 m.t. Misr Import & Export Co. (government owned), 6 Adly St., Cairo.

282 Synthetic materials

FINLAND—Polyester resins for use as lacquers as well as surface protecting material for formica boards. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetic, toilet preparations

FINLAND—Toiletries, cosmetics, detergents, related items. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

Deodorant chemicals and cleansers for lavatory or sewer cleaning use. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

285 Paints, varnishes, lacquers, enamels

FINLAND—Chemicals, related raw materials for paint manufacturing use. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

287 Agricultural Chemicals

● **GREECE**—Tedion V-18, 8% E.C., 1,000 kgs. rodenticide, warfarin or coumachlor, 10-20% dust concentrate, 15 kgs.; Cidial®, or similar, 47.5%, 5 tons; rotenone, 5% dust, 100 kgs.; cotton dust, 3% lindane—10% DDT—40% sulfur, 100 tons; potassium carbonate, 100%, 1,100 tons; hexachlorobenzene fungicide dust, 100%, 9 tons; ethylene dichloride—carbon tetrachloride mixture (75-25%), 12 tons; pyrenone dust concentrate 1,500 kgs.; ethylene chloridrine, 2 tons; malathion, 20-60%, 5 tons. Tender no. 1911, Series C, bid deadline Dec. 28. Agricultural Bank of Greece, Permanent Supplies Committee. 23 El. Venizelou St., Athens.★ (Telephone: 202-WO 7-3910).

289 Chemical products

KUWAIT—Glue and wax for sealing paper cups and containers. Mohammad Abdulmohsin Al-Kharafi (importer, retailer, wholesaler, manufacturer), P.O. Box 163, Kuwait. WTD 12/7/64.

291 Petroleum refining

SAUDI ARABIA—Packaged lubricating oils, lubricants, gear and engine oils, greases. Importer, wholesaler, retailer, commission agent requests cif quotations. Saleh Hamad Bassam, P.O. Box 206, Jidda. WTD 11/8/65.

299 Products of petroleum and coal

FRANCE—Lubricating oils and greases for aircraft, automotive, other industrial uses; by-products, including oil additives and treating compounds, oil clarifiers. Good quality. Direct purchase and agency. CoFranc Motor Oil (wholesale dealers, processors), 92 Blvd. Emile-Delmas, La Rochelle-Pallice, 17—Charente-Maritime. WTD 11/16/65.

301 Tires, tubes

PERU—Materials for retreading tires. Renova S.A. (importer, retailer, wholesaler), Aptdo. 4117, Lima. WTD 11/4/65.

306 Fabricated rubber products

● **BURMA**—Insulation tape, 33,000 rolls, 25 yd. each. Tender No. 15/EL(T) 65-66, bid deadline Dec. 17. Division Manager, Electrical Stores Corp. Line 14, Rangoon.★ (Telephone: 202-WO 7-3381).

FINLAND—Sponges, squeegees for cleaning blackboards, related schoolroom products. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

Electrical, friction, printing, masking, other special tapes for industrial use. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

307 Plastic products

FINLAND—Plastic wires for use in papermaking machines. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

FRANCE—Plastic moldings for pharmaceutical and chemical trade. Consortium International Pharmaceutique & Chimique (importer), 9 Rue Lincoln, Paris 8e. WTD 3/12/65.

Plastic shoe soles and soling strips; plastic shoe heels; porous plastic materials for shoe uppers. Direct purchase and agency. Requests replies in French. De Lentdecker-Senmartin (market survey specialists), 151 Bld. Murat, Paris 16e. WTD 9/24/65.

323 Glass products

FINLAND—Knickknacks, novelties, related gift shop items. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

325 Structural clay products

PAKISTAN—Powdered firebrick, 5 tons, for

use as very special type of basic lining material in a steel die casting electric furnace. Acid lining material, acid for low temperature and basic for high temperature, as used in electric furnace for steel die castings; 15 tons. Steel Castings (manufacturers), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

331 Steel mill products

● **CEYLON**—Mild steel plates, 8′ x 48″ x 1/16″ to ¾″: Number of pieces, 500—1/16″; 25—3/32″; 600—⅛″; 100—3/16″; 300—¼″; 50—5/16″; 150—⅜″; 50—½″; 25—⅝″; 50—¾″. Tender for Supply of M.S. Plates, bid deadline Jan. 11, 1966. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2363).

● **IRAN**—Railway sleepers (ties): 8,064 tons (approx. 107,000 pcs.). Tender No. 44/1370,1412,1364, bid deadline Feb. 5, 1966. Iranian State Railways, Maydane Rah Ahan, Tehran. Tender documents, including drawings with notes in French, may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● Rails: 32,120 tons U-33 heavy type, 46.303 kgs. per meter. Tender No. 44/1435, 1363, 1368, 1440, bid deadline Feb. 15, 1966. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of tender documents, including drawings with notes in French, may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **IRAQ**—Galv. pipe: 9,000 ft. of 6″ dia. Tender No. 33/65, bid deadline Dec. 25. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—Wheels and axles: 500 complete wheel sets (4½″ diameter journal heavy duty axle, solid rolled steel disc wheels). Tender No. S.65/627, bid deadline Dec. 29. New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington. Tender documents may be obtained from the New Zealand Trade Commissioner, Suite 306, Association's Bldg., 1145-19th St., NW., Washington, D.C.

PHILIPPINES—Pig iron. Direct purchase and agency. Mr. Henry C. Huang, Trans World Trading Co., Inc. (importer, wholesaler, retailer, indenter), 350 Padilla-de los Reyes Bldg., 232 Juan Luna, Box 3148, Manila. WTD 10/13/65.

332 Iron, steel foundries

● **GUATEMALA**—Pressure pipe, fittings, accessories, valves for use in Hincapie River Plant El Cambray water supply project. Tender No. 8-65, deadline 10 a.m. Dec. 20. Write in Spanish to Secretaria Municipal, Municipalidad de Guatemala, Palacio Municipal, Guatemala City.

335 Rolling, drawing, extruding of nonferrous metals

● **CEYLON**—Aluminum corrugated sheet, 10 sizes of 3″ depth, 49,000 pcs. Bid deadline Jan. 11. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone 202-WO 7-2181).

336 Nonferrous foundries

AUSTRIA—Precious metal alloys for manufacture of electrical contacts. E. Schrack, Elektrizitaets-Aktiengesellschaft (manufacturer, importer, agent). Pottendorferstrasse 25/27, Vienna XII. WTD 7/13/65.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Burner units and components for mechanical, pressure-atomizing oil burners for domestic and light commercial use, to use No. 2 (35 SSU) oil, direct purchase and agency. A.S.P. Pty. Ltd. (manufacturer, exporter), 26 Ridge St., North Sydney, N.S.W. WTD 11/4/65.

FINLAND—Faucets, related lavatory fixtures. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki, 17. WTD 11/15/65.

FRANCE—Bathroom taps and fixtures. Direct purchase and agency. Paralux (manufacturer), 6 Impasse Fouilloux, Ivry (Seine). WTD 9/30/65.

344 Fabricated structural metal products

● **GREECE**—Supply and install 3 steel tanks, 400 m.t. capacity each; 2 steel tanks, 700 m.t. capacity for olive oil storage. Tender No. 260160/8424, bid deadline Dec. 20. Estimated value $200,000. Ministry of Commerce, General Directorate of Supplies, Olive Oil Stock Service, 16 Aghiou Constantinou St., Athens. One copy of specifications (in Greek) available for review only, not for loan, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **NORWAY**—Supply of about 490 steel towers, approximate weight 3,600 metric tons, for 300 KV power line Tunnsjodal—Marka—Nedre—Rossaaga. Deadline Dec. 20. Tender documents and specifications available for $14. Write: State Power System, Middelthursgt. 27B, Oslo 3.

347 Coating, engraving services

AUSTRIA—Precious metal-plated materials for production of electrical contacts. E. Schrack, Elektrizitaets - Aktiengesellschaft (manufacturer, importer, agent), Pottendorferstrasse 25/27, Vienna XII. WTD 7/13/65.

348 Fabricated wire products

SOUTH AFRICA—Thermocouple wire and thermocouple compensating lead wire; direct purchase and agency. Micro-Therm (Pty) Limited (manufacturer, importer, wholesaler), P.O. Box 263, Fordsburg, Transvaal. WTD 11/2/65.

349 Fabricated metal products

● **CEYLON**—Metal strapping, 50 tons, ½″ wide, .018″ thick, waxed blue color. Bid deadline Jan. 15, 1966.

Terms and specifications available from Managing Director, Ceylon Plywoods Corp., 420 Bullers Rd., Colombo 7. Bidding documents may be reviewed in Containers & Packaging Division, BDSA, Rm. 4015, Department of Commerce, Washington, D.C. 20230.

FINLAND—Novelties, knickknacks, related gift shop items. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

● **IRAN**—Supply of 136 railroad switches, 190 meter heavy duty type and 64 railroad switches, 300 meter heavy duty type. Tender No. 44/1369,1413,1365, bid deadline Feb. 7, 1966. Copy of tender specifications (in French), with drawings, is available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

SWEDEN—Aerosol cans, valves. Direct purchase and agency. Kemiflor AB (importer, wholesaler, sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

353 Construction, mining, materials handling machinery

FINLAND—Construction industry machines, equipment, tools, related items, especially new products currently unavailable in Scandinavia. Requests full details, prices, terms. Direct purchase or agency. Oy Julius Tallberg Ab (importer, wholesaler, agent), Aleksanterinkatu 21, Helsinki. WTD 10/14/65.

GERMANY—New grading and scraping crawler-type vehicles, 100 hp. and over. Requests quotations cif European ports. Direct purchase and/or agency. Helmut Hinz (wholesaler, distributor), 244 Eisernerstrasse, 59 Siegen/W. WTD 11/15/65.

PERU—Heavy machinery for highway construction, including portable concrete mixers (not truck mounted, but truck drawn), capacity 20-25 cu. ft. Ocampo y Cia. (contractor, engineer), Av. Tacna 592, Lima. WTD in preparation.

● **TURKEY**—14 off-highway haulers, rear dump, diesel powered, 18-20 ton capacity, suitable for carrying overburden loaded by stripshovel for Kure Copper Mines. Tender No. 115-KP/244, bid deadline Dec. 27. Etibank General Management, Sihhiye, Ankara.★ (Telephone: 202-WO 7-5566).

● Six tandem drive motor graders, not less than 115 hp., weight not less than 23,000 lb.; 5 tandem drive motor graders not less than 50 hp., weight not less than 9,300 lb. Engines in all to be water cooled diesels. Tender No. 65-15TK-124, bid deadline Dec. 20. DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara. Documents available from DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara, against payment of TL 25 (TL 9=$1) for charity stamps.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

MEXICO—Equipment for automotive repair shops. Agencia Comercial Mexicana, S. A. (importer, wholesaler), Av. Cuitlahuac 3136 Col. Nueva Claveria, Mexico, D.F. WTD 10/8/65.

355 Special industry machinery

FINLAND—Paint manufacturing machinery, equipment, tools, supplies. Plastics manufacturing machinery, equipment, components, related supplies. Requests descriptive literature, prices, terms. Direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

NEW ZEALAND—Maturing or paper conditioning plant for operation with existing fine paper machine, brief specifications follows: speed up to 1,000 f.p.m.; trim 126″; moisture pickup 2%; paper types to be suitable for running banks, bonds, duplicators, offsets, writing and printing paper from 45 gsm to 186 gsm; maximum tonnage about 120 ton per day; requests information on layout, giving approximate overall sizes; detail of working principles including, if possible, drawings; delivery date; price; any manpower requirement and other technical details; machinery should be equipped for 400/3/50 electrical current. New Zealand Forest Products Ltd. (manufacturer), Kinleith, Pvt. Bag, Tokoroa, attn: R.R. Huston, Assistant Engineer, Operational Engineering Dept.

PERU—Complete plant to dehydrate alfalfa,

output 20 to 30 tons animal feed per day. Requests complete information, including prices, terms, etc. Jorge Juan Pinillos M. (commercial farm), Casilla 587, Trujillo. WTD in preparation.

SPAIN—Complete line of textile machinery for manufacturing ready-made clothing; wishes to import for own use. Requests replies in Spanish. Alta Sastreria "Tarsicio" (manufacturer, wholesaler), Dr. Fleming 5, Los Llanos de Aridane, Isla de la Palma, Islas Canarias. WTD 11/12/65.

★★ THAILAND—Trade Mission

Equipment for producing phonograph records; wants illustrative literature, brochures, cif price quotations. Sri Krung Co., Ltd. (manufacturer), Soi Asoke, Sukhumvit Rd., Bangkok. WTD 7/21/65. TM 63.

● **TUNISIA**—Supply of rotary cement packing machine of 100 tons per hour capacity and equipment necessary for its installation. No bid deadline has been set. Les Ciments Portland de Bizerte, Baie de Sebra, Bizerte. Specifications in French.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

● **AUSTRALIA**—Design, manufacture, testing at works, supply and delivery of 3 centrifugal pumps, 4,000 cu. ft. per second, 187.5 rpm, vertical shaft, single stage suction, complete with discharge valves, all accessories. Tender No. M.155, bid deadline April 6, 1966. The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority (SMA); P.O. Box 332, Cooma North, N.S.W.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

ETHIOPIA—Duplicating machines. Direct purchase and sales agency. Mac Stationery (importer, retailer, sales agent), P.O. Box 1570, Addis Ababa. WTD 10/18/65.

358 Service industry machines

FINLAND—Mechanical squeeze mops for household use. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric transmission, distribution equipment

● **GREECE**—Supply of 38 sets of 15 kv. capacitor banks, outdoor type, pole mounted together with associated control switches. Tender No. DMKD-485, bid deadline now Dec. 29 (INTERNATIONAL COMMERCE, Nov. 29, p. 38). Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

● Supply of 5,200 secondary distribution fuse boxes. Tender No. DMKD-479, bid deadline now Dec. 23 (INTERNATIONAL COMMERCE, Nov. 29, p. 38). Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-DO 7-4241).

● **THAILAND**—Supply of three 2,000 kva, 69/115-22 kv, 3-phase, 50 cycle outdoor type power transformers and one rated 4,000 kva. Tender No. YEA-S-24, bid deadline Dec. 1965. Tender documents available for $10 per set (nonrefundable) from the Yanhee Electricity Authority, c/o Engineering Consultants, Inc., 1901 South Navajo St., Denver, Colorado 80223.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **GREECE**—Supply of 15.75 kv, 30 MVAR shunt capacitor bank comprised of four 7.5 MVAR units. Tender No. DMPM-316, bid deadline Dec. 29. Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

SOUTH AFRICA—Condensors; all generators; direct purchase and agency. Hans Pollack (Pty) Ltd. (sales agent), P.O. Box 8250, Johannesburg. WTD 9/29/65.

363 Household appliances

FINLAND—Household articles, gadgets, related products for kitchen or bathroom use. If electrical must be for 220 v., 50 cycle, a.c. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

SOUTH AFRICA—Ovens; hot plates; grills; percolators; toasters; refrigerators; washing machines; wringers; dryers; ironers; electric air heaters; bed coverings; deep fat fryers; food mixers; vacuum cleaners; dishwashers; desk and bracket fans; hassock or floor fans; direct purchase and agency. Keens Electrical Distributors (Pty) Ltd. (wholesaler), P.O. Box 2656, Johannesburg. WTD 8/12/65.

364 Electric lighting, wiring equipment

AUSTRIA—Electrical contacts of precious metals. E. Schrack, Elektrizitaets-Aktiengesellschaft (manufacturer, importer, agent), Pottendorferstrasse 25/27, Vienna XII. WTD 7/13/65.

● **BURMA**—Supply of 5,000 dozen 3-cell and 525 dozen 5-cell flashlight cases to be equipped with bulbs. Tender No. 16/EL (T)65-66, bid deadline Dec. 17. Divisional Manager, Electrical Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

● **IRAQ**—Supply of miscellaneous electric materials and equipment including copper conductor, wiring devices, lighting equipment. Tender No. TAWZEE/49/1965, bid deadline Jan. 9, 1966. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-4241).

SOUTH AFRICA—Electric bulbs; tubes and related light sources; current carrying wire devices; noncurrent carrying wiring devices; direct purchase and agency. Keens Electrical Distributors (Pty) Ltd. (wholesaler), P.O. Box 2656, Johannesburg. WTD 8/12/65.

● **TURKEY**—Supply of 10-154 kv lightning arrestors with 10,000 amp. rated discharge capacity. Tender No. 35-EKS/1072, bid deadline Dec. 30. Etibank General Management, Sihhiye, Ankara.★ (Telephone: 202-WO 7-4241).

366 Communication equipment

FINLAND—Intercom and other telephone sets for office or home use. Requests full details, prices, terms. Direct purchase and agency. Oy Trade-Link Ltd. (importer, agent), P. Esplanaadikatu 33 A, Helsinki. WTD 11/16/65.

● **GREECE**—Supply of private automatic branch telephone exchanges, associated equipment. Tender No. 6390, bid deadline now set for Dec. 20. (INTERNATIONAL COMMERCE, Nov. 22, p. 37). Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

MEXICO—Radio receiving and transmitting equipment; navigational electronic equipment. Congeladora San Juan, S. A. (importer, manufacturer, retailer, wholesaler, exporter), Puerto Libre, Salina Cruz, Oaxaca. WTD 8/19/65.

367 Electric components, accessories

SOUTH AFRICA—Resistors; transmitting valves; diodes and tunnel diodes; transistors and related electronic components; receiving valves, direct purchase and agency. Hans Pollack Co. (Pty) Ltd. (sales agent), P.O. Box 8250, Johannesburg. WTD 9/29/65.

Electron tubes, radio; direct purchase and agency. Micro-Therm (Pty) Ltd. (manufacturer, importer, wholesaler), P.O. Box 263, Fordsburg, Transvaal. WTD 11/2/65.

371 Motor vehicles, motor vehicle equipment

LEBANON—Automobile air conditioners. Etablissement Seif (importer) Maison Zein, Entree Cine Metropole, Beirut. WTD 11/16/65.

PERU—Tire removing equipment. Renova S.A. (importer, retailer, wholesaler), Aptdo. 4117, Lima. WTD 11/4/65.

374 Railroad equipment

● **SPAIN**—Supply of 100 freight cars, 2-axle, two levels, for transporting automobiles, 5′ 6″ gauge. Bid deadline Dec. 20. Sr. Director General de la Renfe, Direccion de Estudios y Planificacion, Torre de Madrid, Madrid (8). Correspondence preferred in Spanish. Financing under World Bank loan. Copy of general terms and specifications in Spanish available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

ITALY—Experimental research equipment for physical science department of university, including electronic equipment, cryogenic and cryostatic equipment, microwave components and generators, low-temperature measuring devices and instruments. Particularly interested in new products for research work in solid state and low temperature physics. Would pay in cash but prefers deferred payment, which facilitates settlement procedure and hastens receipt of ordered goods. Istituto di Fisica dell' Universita', Via Archirafi 36, Palermo, Sicily. WTD 11/18/65.

382 Instruments for measuring, controlling, indicating physical characteristics

CEYLON—Supply of instrument landing equipment and navigational aids for airport. Mansel (Ceylon) Ltd., National Mutual Bldg., Chatham St., Fort, Colombo. WTD 11/30/64.

SOUTH AFRICA—Pyrometers; thermostats, industrial; thermocouples, general; temperature recording instruments; mercury-steel recording instruments; direct purchase and agency. Micro-Therm (Pty) Ltd. (manufacturer, importer, wholesaler), P.O. Box 263, Fordsburg, Transvaal. WTD 11/2/65.

384 Surgical, medical, dental instruments

FINLAND—Surgical tapes. Requests full de-

tails, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

● **INDIA**—Supply of 6 compressed air self-contained breathing apparatus MK54 (½ hr. capacity) complete with air cylinder and tools. Tender No. D/Eng/1919, bid deadline Jan. 19, 1966. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Tender documents available free from the India Supply Mission (Ref. D/Eng/1919), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

ITALY—Mounted stones, rubber points, plastic preforms for prosthesis, for dentists and dental laboratories. ALCE (agent), Via Bronzino 18, Milan. WTD 11/19/64.

386 Photographic equipment

★★ THAILAND—Trade Mission

16 and 35 mm. cameras and movie projectors including sound track, wants cif Bangkok price quotations, catalogs. Sri Krung Co., Ltd. (manufacturer), Soi Asoke, Sukhumvit Rd., Bangkok. WTD 7/21/65. TM 63A.

393 Musical instruments, parts

AUSTRALIA—Celluloid sheeting for use in covering drums (musical), particularly "marine pearl". Drouyn & Drouyn (importer, wholesaler, retailer), 380 Logan Rd., Stones Corner, Brisbane, Queensland. WTD 10/3/63.

MEXICO—Musical instruments, all kinds. Sala Chopin, S. A. (wholesalers), Alvaro Obregon No. 302, Mexico, D. F. WTD 8/19/65.

394 Toys, amusements, sporting goods

AUSTRALIA—Metal ski pole shafts. Alpine Holdings Pty. Ltd. (importer, wholesaler, retailer, manufacturers' representative), Box 647, G.P.O., Sydney, N.S.W. (Attn: Mr. J. R. Lance, Director). WTD 3/16/65.

FINLAND—Sporting articles, all types: athletic equipment; hunting and fishing equipment; related items. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

395 Pens, pencils, office, artists' materials

PERU—No carbon required (NCR) or similar paper, two tons as test order; requests replies in Spanish. Editorial Catolica de Frente S.A. (manufacturer), Aptdo. 195, Chiclayo. WTD in preparation.

399 Manufacturing industries

FINLAND—Hair brushes, combs. Requests full details, prices, terms. Direct purchase or agency. T:mi Salin, Rinnetie, Mankkaa. WTD 11/15/65.

Teaching aids, schoolroom equipment and related products. Requests full details, prices, terms. Direct purchase or agency. Hydrac Oy (importer, exporter, agent), Liisankatu 27 A 7, Helsinki 17. WTD 11/15/65.

539 General merchandise stores

CEYLON—Men's and women's used woolen clothing in good condition. P. M. M. Zahir (importer), No. 59 New Bazaar St., Nuwara Eliya. WTD 11/15/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

AUSTRALIA—Small arms of all classes, including rifles, shotguns, pistols, for sporting and police use. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

196 Small arms ammunition

AUSTRALIA—Ammunition for all classes of sporting and police small arms. Repredent Pty. Ltd. (manufacturers' representative), Suite 15, 1st Floor, 647 George St., Sydney, N.S.W. WTD 10/28/65.

201 Meat products

FRANCE—Frozen meat and offals. Georges Moreau (agent), 55 Bld. de Sebastopol, Paris ler. WTD 4/1/65.

203 Canning, preserving, foods

AUSTRALIA—Canned smoked cod. W. K. King Pty. Ltd. (importer, manufacturers' representative), 33 Macquarie Place, Sydney, N.S.W. WTD 6/22/65.

FINLAND—Canned trade-name food products, specialty sea foods, other products. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

209 Food preparations

LIBERIA—Cooking oils: soybean, corn, other. Exclusive agency. Helou Brothers (importer, wholesaler, retailer), P.O. Box 593, Monrovia. WTD 2/23/65.

228 Yarn, thread mills

IRAN—Nylon thread for textiles. Nersey Trading Co., Ltd. (importer), 25 Churchill St., Tehran. WTD 8/18/65.

229 Textile goods

MEXICO—Specialty cords and cables. Fca. de Cordeles de Mexico, S.A. (manufacturer, importer, wholesaler), Ingenieros Militares No. 2, Naucolpan de Juarez, Edo. de Mexico. WTD 4/23/65.

231 Men's, youths', boys' suits, coats, overcoats

FINLAND—Men's, youths, boys' suits, coats, related attire or haberdashery items. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

233 Women's, misses', juniors' outwear

FINLAND—Women's, misses', juniors' dresses, suits, skirts, coats, related attire. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

283 Drugs

MEXICO—Products of biosynthesis; alkaloid bases such as emetine, ergotine, caffeine. Barquim de Mexico—Octavio Velazquez (manufacturer), Canitas No. 40, Col. Popotla, Mexico 17, D.F. WTD 8/24/65.

Fine chemicals such as hormones, antibiotics, vitamins, for pharmaceutical industry. Not interested in preparations for public consumption. Sica, S. A. (importer, commission agent), Pilares No. 1019, Mexico, D. F. WTD 3/10/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

FINLAND—Cosmetics and toilet articles for women or men. Requests full details, prices, terms. Scan Sales (agents), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

★★ THAILAND—Trade Mission

Cosmetics, all kinds; wants cif Bangkok price quotations, catalogs. Chalermvoot (wholesaler, retailer), 521 Samsen Rd., Bangkrabue, Bangkok. WTD 9/15/65. TM 53B.

289 Chemical products

DENMARK—Manganese sulphate; copper sulphate; copper chloride; copper oxychloride; magnesium sulphate; borax; sodium molybdate; ammonium molybdate; iron sulphide; zinc sulphate; cobalt sulphate; potassium iodide. A/S Paul Bergsoe & Son Trading, loo Hvissingevej, Glostrup. WTD 11/15/65.

331 Steel mill products

IRAN—Tinplate sheets, black, primes and misprints. Nersey Trading Co., Ltd. (importer), 25 Churchill St., Tehran. WTD 8/18/65.

335 Rolling, drawing, extruding of nonferrous metals

INDIA—Nonferrous metal products such as copper, brass, zinc and aluminum plates, sheets, strips, bars, tubing; exclusive agency. Greaves Cotton & Co. Ltd., (manufacturer, exporter, importer), Metals Dept., 1 Forbes St., Post Box No. 91, Bombay 1. WTD 12/8/64.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Hand tools: metalworking files, specifically for auto body work. Donald C. Jefferies Pty. Ltd. (manufacturers' agents), 48 Petrie Terrace, Brisbane, Queensland. WTD 5/24/65.

345 Screw machine products

PHILIPPINES—Socket cap screws. James Ang An King, General Manager, Eurasian American Commercial (indentor), 712 Pacific Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

351 Engines, turbines

VIET-NAM—Slow speed diesel engines. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

353 Construction, mining, materials handling machinery

PERU—Excavators, ¾ to 20 cu. yd.; cranes, 3 to 25 tons; bulldozers, No. 4 and No. 6. Charles R. Collin, Ladrillera "Cueva" (manufacturer, wholesaler, representative), Av.

Bolivar—Cuadra 19 (Calle Rio Moche), Pueblo Libre, Lima. WTD in preparation.

354 Metal working machinery

PAKISTAN—General purpose welders, catalog part/Federal Specification No. 3431-287-5404. Gas welding and cutting apparatus, FSN-3433-264-6205. Shop set instruments, FSN-5180-754-0600. Shop sets, FSN-4933-754-0659 and FSN-5180-754-0704. Requests catalogs, quotations c&f Karachi. Alam Ltd. (importer, manufacturers' agent), Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

VIET-NAM—Full line of machine tools. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

355 Special industry machinery

IRAN—Slaughterhouse equipment. Nersey Trading Co., Ltd. (importer), 25 Churchill St., Tehran. WTD 8/18/65.

PAKISTAN—Saw chain part, GED, 36" blade. Federal specification No. 3695-6472. Requests quotations c&f Karachi. Alam Ltd. (importer, manufacturers' agent), Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

356 General industrial machinery

MEXICO—Quality control equipment for airplane, fuel-filtering equipment and supplies. Aero Servicios (importer), Blvd. Puerto Aereo No. 502 (antes 486), Mexico, D.F. WTD 6/16/65.

358 Service industry machines

AUSTRALIA—Industrial carpet cleaning and shampooing machines. Building Maintenance Supplies (importer, wholesaler, retailer), 24 Little Oxford St., Sydney, N.S.W. WTD 11/18/65.

363 Household appliances

FINLAND—Household kitchen and other appliances, equipment, gadgets; if electrical must be for 220 v., 50 cycle, a.c. Requests full details, prices, terms. Scan Sales (agents), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

365 Radio, television receiving sets

FINLAND—Photograph records, popular, classical. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

MEXICO—Magnetic tape auto-stereos. Refacciones y Amortiguadores Orellana (importer, wholesaler, retailer), Manuel Ma. Contreras 64-B, Mexico, D. F. WTD 6/24/65.

366 Communication equipment

FINLAND—Alarm systems, fire protection systems, related equipment and instruments. Requests full details, prices, terms. Scan Sales (agents), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

367 Electronic components, accessories

CANADA—Electronic, electric, pneumatic, hydraulic control systems; electrical apparatus, wiring devices. R. P. Kempson Agencies (manufacturers' agents), 1286 Contour Drive, Port Credit, Ontario. WTD 11/12/65.

371 Motor vehicles, motor vehicle equipment

MEXICO—Hangar trucks to supply fuel to airplanes. Aero Servicios, S. A. (importer), Blvd. Puerto Aereo No. 502 (antes 486), Mexico, D.F. WTD 6/16/65.

Parts and accessories for automobiles, all kinds. Agencia Comercial Mexicana, S. A. (importer, wholesaler), Av. Cuitlahuac 3136, Col. Nueva Claveria, Mexico, D.F. WTD 10/8/65.

Shock absorbers and suspension parts. Refacciones y Amortiguadores Orellana (importer, wholesaler, retailer), Manuel Ma. Contreras 64-B, Mexico, D.F. WTD 6/24/65.

Automotive parts such as suspension, ignition and motor parts for automobiles. Auto Refacciones Franco (importer, retailer), Dr. Vertiz No. 345, Mexico, D.F. WTD 10/8/65.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Testing and measuring instruments and equipment for high voltage lines. (220/380/500 v. and 10,000/20,000/30,000/40,000 v., etc.); cif Hamburg/Bremen. Helmut Petersen (importer, sales agent), 7 Melemstrasse, 6 Frankfurt/Main, West. WTD 3/17/65.

383 Optical instruments, lenses

FINLAND—Optical equipment, instruments, supplies. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

384 Surgical, medical, dental instruments

FINLAND—Hospital requisites of all types, including instruments, sanitary equipment, supplies. Requests full details, prices, terms. Scan Sales (agents), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

391 Jewelry, silverware, plated ware

MEXICO—Uncut gems. Miguel Alaman Courtade, Exportadores e Importadores, S.A. de C.V. (manufacturer, wholesaler, retailer, exporter), Av. Madero 20-315, Mexico, D.F. WTD 3/3/65.

393 Musical instruments, parts

FINLAND—Musical instruments, related products. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

★★ THAILAND—Trade Mission

Musical instruments, all kinds; wants cif Bangkok price quotations, catalogs. Chalermvoot (wholesaler, retailer), 521 Samsen Rd., Bangkrabue, Bangkok. WTD 9/15/65. TM 53.

394 Toys, amusement, sporting goods

FINLAND—Hunting and fishing equipment; camping and sports goods. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

★★ THAILAND—Trade Mission

Sporting goods, all kinds; wants cif Bangkok price quotations, catalogs. Chalermvoot (wholesaler, retailer), 521 Samsen Rd., Bangkrabue, Bangkok. WTD 9/15/65, TM 53A.

399 Manufacturing industries

FINLAND—Beauty shop and barber shop equipment and supplies. Requests full details, prices, terms. Scan Sales (agent), P.O. Box 16113, Helsinki 16. WTD 11/4/65.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat products

FRANCE—Sausage casings, sheep, good quality, standard sizes and types, packed in casks. Wholesale exportation direct or through agents. Boyauderie Meridionale (processors, wholesalers, exporters), 67 Rue Bourrassol, 31-Toulouse, Haute-Garonne. WTD 11/16/65.

202 Dairy products

URUGUAY—Granulated milk casein; supplies available Sept. through Jan. Requests replies in Spanish. Cooperativa Nacional de Productores de Leche (CONAPROLE) (dairy products processor), Departamento de Compras Generales, Calle Nueva York 1630, Montevideo. WTD 6/26/65.

203 Canning, preserving foods

BRAZIL—Canned gherkins, sauerkraut, heart of palm, guava paste and compote, "jaboticaba" jam; canner desires to give exclusive representation to well-established agents only. Industrias Alimenticias Florida Ltda., Avenida Rio Branco 57, 15° andar, salas 1509/11, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 9/17/65.

FINLAND—Canned vegetables, pickled pumpkins, dehydrated vegetables and spices. Direct sale or agency. Full details, prices, terms available immediately upon request. Saarioinen Oy (manufacturer, exporter), Vuolteenkatu 15, Tampere. WTD 11/15/65.

282 Synthetic materials

FINLAND—Polyethylene reprocessed and regranulated material. Full details, prices available immediately upon request. A. Ilmanen & Co. Oy (exporter, importer, agent), Punavuorenkatu 5 B, Helsinki 12. WTD 1/13/65.

287 Agricultural chemicals

FINLAND—Liquid fertilizers, nitrate based with vitamin additives, for potted flowers. Full details, prices, terms available immediately upon request. Saarioinen Oy (manufacturer, exporter), Vuolteenkatu 15, Helsinki. WTD 11/15/65.

373 Ship building, repairing

FINLAND—Fiber glass boats; several types available; direct sale or agency. Full details, prices, terms available immediately upon request. Saarioinen Oy (manufacturer, exporter), Vuolteenkatu 15, Tampere. WTD 11/15/65.

382 Instruments for measuring, controlling, indicating physical characteristics

SWEDEN—Error detector for measuring textile materials. Firm interested in contacting U.S. manufacturers of worsted yarn. Illustration and description of detector available on loan from Trade Opportunities Staff, BDSA-6192, U.S. Department of Commerce, Washington, D.C. 20230. Svenska Pendylfabriken (exporter, retailer, manufacturer), Ödengatan 88, Stockholm. WTD 11/15/65.

Future Construction

COLOMBIA—Construction of a **hydroelectric plant** in the Department of Caldas, Colombia will be partially financed with the proceeds of a loan, equivalent to $8.1 million, which was approved by the Inter-American Development Bank.

The borrower is Central Hidroelectrica de Caldas, S.A. (CHEC), principal electric power company of the Department of Caldas with headquarters in Manizales; 75% of its capital belongs to a governmental agency, the Instituto de Aprovechamiento de Aguas y Fomento Electrico de Colombia (ELECTRAGUAS) and 25% to the Department of Caldas and to 12 municipalities in the department.

The project (total cost $16.9 million) includes construction of an **electric power plant at the San Francisco River** and of **supplementary facilities near Manizales.** The plant will have an initial capacity of 90,000 kw., but its design provides for later expansion to 135,000 kw. It will have **two generating units** of 45,000 kw. each; 3 **steel penstocks** with a diameter of 3.1 meters and a length of 475 meters each; a **powerhouse** with an area of 1,200 square meters and a **booster substation** with 7 **monophase transformers.**

The project also calls for the **construction of access roads, houses for employees, buildings for storehouses, workshops, laboratories and other general services,** 2 new **substations outside of Manizales,** the **expansion of another six,** and **installation** of 260 km. of **transmission and distribution lines.**

The plant is one of the principal projects included in a broad expansion program that CHEC is carrying out; the agency already has built two hydroelectric plants. The project also forms part of the five-year development and diversification plan of Caldas, undertaken by the departmental government in 1964 to lessen the area's economic dependence on coffee. In 1964, the Bank granted a $7 million loan to help finance a program to diversify agricultural production in the region.

CHEC's present installed capacity is 51,000 kw., which supplies more than 90% of the urban population of Caldas, distributed in 36 communities that include the department's principal cities.

Through an interconnection with the power system of Valley del Cauca Department, CHEC supplies an appreciable proportion of power to that section of the country. With the new plant at San Francisco, CHEC's production capacity will be increased two and one-half times by 1969.

KUWAIT—(1 KDinar = $2.80). The U.S. firm, MacDonald Construction Co., 1310 S. Grand Avenue, St. Louis, Mo., represented by Musaed al-Seleh & Sons, was low bidder with a bid of KD 1,749,194 for construction of the gravity lines phase of the $30-million sewage system project.

PERU—The Inter-American Development Bank has approved a loan equivalent to $4 million to the Republic of Peru to help build a **68-mile stretch of the Pan American Highway.** The project will be carried out by the Direccion de Caminos del Ministerio de Fomento y Obras Publicas del Peru, Peru's official highway agency. Total cost of the project, which also calls for the construction of **two bridges and the provision of engineering services to complete plans and specifications for the highway,** is $6.7 million.

This particular section of the highway is the only unpaved stretch of the Pan American Highway in Peru. It consists of a 78-mile gravel road between the communities of Montalvo and Puente Fiscal in the province of Moquegua near the Chilean frontier.

About 30% of the gravel route will be abandoned and will be replaced by a shorter route. Two bridges will be built at both ends of the section, one over the Tambo River in the north and the other over the Osmore River in the south.

The Pan American Highway is the principal arterial route in the nation's road system and extends for about 1,700 miles along the Peruvian coast, between Zarumilla on the Ecuadorian border and Concordia on the Chilean border. Except for the section to be improved, the two-lane asphalt roadway is in reasonably good condition.

The highway branches near Arequipa, with one of the forks continuing southward to Santiago, Chile, and the other extending through Bolivia to Buenos Aires. To the north, the highway links Peru with Ecuador, Colombia and Venezuela.

PHILIPPINES—According to the Commissioner of Customs, Pablo C. Mariano, the Mindanao Development Authority (MDA) has been granted $12 million in long term loans by two New York construction companies, Corbetta Construction Corp. and Euclid Construction Corp., to develop **ocean-going port facilities at Davao.** Mariano stressed that the need for facilities to handle ocean-going cargo-liners has been long felt in Davao and that their development would boost the economic growth of this southern port.

QATAR—Two separate lists of contractors, invited to participate in the construction of a deepwater port in Doha and construction of a cement plant, are available on loan from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Prequalification information issued by Finland for road and bridge construction jobs

Finland's Board of Public Roads and Waterways has issued information and instructions for contractors' prequalifications for performance of some road and bridge construction projects.

(INTERNATIONAL COMMERCE, Sept. 20, p. 31).

Sets of documents are available on a loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Ceylon extends bid deadline on Stage I of hydro project

The Department of Electrical Undertakings for the Ceylon Government has extended the deadline to Feb. 15, 1966, for bids on the Maskeliya Oya Project, Stage I, Transmission and Distribution Facilities Contract No. 6. (INTERNATIONAL COMMERCE, July 12, p. 21).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-2287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 358 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2533.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 5-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5208.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3238 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 428, 605 Condado Ave. Phone: 725-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—William Porter, Manager, Charles Clay & Sons Ltd., Stakehill Industrial Estate, Middleton, Manchester, **interested in purchasing fabrics for packaging and display.** Nov. 22 via New York for 3 weeks. c/o Commodore Hotel, 42nd St., New York 17, N.Y. Itinerary: New York. WTD 7/21/64.

GERMANY—Joachim Classen, Classen & Co., Jungfernstieg 51, Hamburg 36, **interested in contacts with manufacturers and exporters of optical and acoustical inspection and control equipment for industrial use;** requesting technical information. Dec. 10 via New York for 2 weeks. c/o Department of Commerce New York Field Office. Itinerary: New York and vicinity. WTD 9/15/65.

INDIA—B. P. Bhargava, Sales/Works Manager, W. Newman & Co., Ltd., 3 Old Court House St., The Great Eastern Hotel Bldgs., P.O. Box 76, Calcutta 1, **interested in establishing joint venture with U.S. publisher to print and publish books in India, primarily textbooks and scientific books.** Dec. 10-12 via Chicago for 2-3 weeks. c/o American Express Co., 18 S. Michigan St., Chicago, Ill. Itinerary: Boston, Chicago, Philadelphia, Washington, New York. WTD under revision.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Establishing a Business in Pakistan. OBR 65-72. 13 pp. Information on Pakistan's investment climate, trade factors affecting investment, extent of foreign investment and governing regulations are given in this report. Employment, availability of capital, taxation, also are discussed.

Selling in France. OBR 65-73. 18 pp. France's potential as an export market for U.S. products should command the attention of any export-conscious U.S. manufacturer or trader, according to this latest in a series on appraising the market potential of various countries. France is the fourth ranking importer in the world —after the United States, United Kingdom, and Federal Republic of Germany.

In a section describing the road to selling, the report discusses import channels and requirements, technical standards and requirements, patents, trademarks and copyrights, distribution practices, transportation and storage facilities. Commercial practices, marketing aids, Government procurement procedures, and notes for business travelers also are given.

Basic Data on the Economy of Kenya. OBR 65-75. 16 pp. General information on this African country, the structure of its economy, labor force, finance, foreign trade, the role of Government, and outlook for the economy are presented in this report just off the press. Trade and industrial data are included in tabular form.

***Commerce, Industry, and Finance Directory—Hong Kong 1965.* Published by the Commerce and Industry Department of the Hong Kong Government, 1965. 166 pp.**

An illustrated guide referred to as the C.I.F. Directory, this publication describes Hong Kong, its Government and people, economy, documentation of imports and exports, industry and primary production, port facilities and warehousing, transport and communications, power, light and water supply, trade organizations and promotion services.

Write: Director of Commerce and Industry, Hong Kong.

South African Customs

A new edition of the International Customs Journal for the Republic of South Africa is available on loan from any of the 42 Department of Commerce Field Offices. The new Journal, dated August 1965, contained a full schedule of South African import duties, with commodities identified according to the Brussels Tariff Nomenclature.

This Journal is published by the International Customs Tariffs Bureau in Brussels. Copies are made available to member governments only, and may not be purchased privately.

***Organizations Approved by the Department of Civil Aviation.* Published by the Department of Civil Aviation, Commonwealth of Australia. 125pp. Free.**

The directory lists the names and addresses of those organizations that have been registered and approved by the Australian Department of Civil Aviation to carry out maintenance on aircraft and to manufacture, overhaul, repair or modify aircraft or component parts, accessories, and to distribute aircraft goods applicable to civil aircraft operated in Australia and its mandates.

The directory covers distributors, manufacturers, maintenance workshops, overhaul and repair workshops, processing workshops, fuel and oil organizations, test houses and laboratories, engineering organizations, and accredited agents for aircraft, aircraft engines and aircraft equipment in Australia.

Write: Department of Civil Aviation, Box 1839Q, P.O., Elizabeth St., Melbourne, Victoria, Australia.

***Kothari's Economic Guide and Investors' Handbook of India, 1965.* Compiled by Kothari and Sons, Madras. 3,106pp. $17.**

A comprehensive review of the various sectors of the Indian economy and of companies operating in those sectors. The write-up on companies includes history, address, officers, financial statements, and other pertinent information.

Write: Kothari and Sons, P.O. Box 267, 108 Armenian St., Madras 1, India.

***Gold or Credit: The Economics and Politics of International Money.* By Francis Cassell. Frederick A. Praeger, New York. 216pp. $6.**

This book is intended for "all those who feel befogged or troubled by the current goings-on in international finance." The author's stated aim is "to bring out the hard realities lying behind the jargon and the discreet official phrases, and especially to examine the sacrifices of sovereignty that would be entailed by some of the various plans for reform."

The first part of the book traces how the present monetary system arose and how it differs from the classic gold standard, and also from the intentions of the monetary planners who reshaped international finance at the end of the Second World War.

The second part examines the nature of the "sacrifices" that would be entailed in following the two main lines of suggested reform—going back to a form of gold standard or switching over entirely to a system of man-made money. In this connection, the author discusses the formidable political problems presented by the European Community's wish to move towards a common currency.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Fifth Annual Report of the European Free Trade Association.* Geneva, 1965. 43 pp. $1.15.**

The current report deals with the Vienna initiatives for development of EFTA collaboration and of cooperation between EFTA and the European Economic Community, economic developments in and trade of EFTA, further internal tariff reductions and trade liberalization, operation of the free trade area—including sections on drawback, price differentials for agricultural raw materials, revenue duties, restrictive business practices, establishment, double taxation, patents, industrial standardization.

A chapter on external relations discusses the GATT and the Kennedy Round, the U.N. Conference on Trade and Development, Organization for Economic Cooperation and Development, Nordic Council, Council of Europe, and technical assistance to the Economic Commission for Asia and the Far East.

Write: Sidney Kramer Books, 1722 H Street, N.W., Washington, D. C. 20006.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201957/21

Calendar *for international traders*

ATLANTA—Dec. 8—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BOSTON—Dec. 15—In-Office Export Workshop on Preparation of Export Documents, 9 a.m., Field Office. Sponsor: Field Office, Department of Commerce.

CEDAR RAPIDS, IOWA—Dec. 14—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CEDAR RAPIDS, IOWA—Jan. 18—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHESTER, PA.—Dec. 7—Export Business Workshop, 2:30 p.m., Central YMCA. Sponsors: Delaware County Chamber of Commerce; REEC.

CHICAGO—Dec. 6—Businessmen's Consultations with Joseph Dougherty, U.S. Consul, Johannesburg, South Africa. Field Office.

CHICAGO—Dec. 7—In-Office Meeting, Field Office.

CHICAGO—Dec. 8—Meeting on Legal and Tax Problems in Exporting, Sheraton-Chicago Hotel. Sponsor: Inter-University Center.

CHICAGO—Dec. 9—International Trade Club, luncheon meeting, report by members of U.S. Trade Mission to Poland and Rumania, La Salle Hotel.

CHICAGO—Jan. 13—International Trade Club, luncheon, La Salle Hotel.

CINCINNATI—Dec. 17—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

CLEVELAND—Dec. 8—Special Workshop "Export Financing and Foreign Investment," National City Bank. Sponsors: National City Bank; Field Office, Department of Commerce; REEC.

DALLAS—Dec. 7—World Trade Committee Luncheon on Trade and Investment in Central America, 12 noon, Baker Hotel. Speaker: **Thomas K. Brewer**, Bureau of International Commerce. Sponsor: Chamber of Commerce.

DES MOINES, IOWA—Dec. 15—Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

DETROIT—Dec. 8—Luncheon Meeting Report by U.S. Trade Mission to Poland and Rumania, Pick-Fort Shelby Hotel. Sponsors: REEC; Greater Detroit Board of Commerce.

HONOLULU—Jan. 20—REEC Meeting in conjunction with annual membership meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: **LeRoy Collins**, Under Secretary of Commerce.

JACKSONVILLE, FLA.—Dec. 14—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

KANSAS CITY, MO.—Dec. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Dec. 14—Meeting of New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

MEMPHIS—Dec. 7—"First Step" Export Workshop, Field Office, Sponsors: Field Office, Department of Commerce; REEC.

MEMPHIS—Dec. 21—Memphis World Trade Club, Hotel Chisca Plaza.

MINNEAPOLIS—Dec. 8—Minnesota World Trade Assn., monthly dinner meeting, Hotel Sheraton-Ritz.

NEW YORK—Dec. 8—U.S. Council of International Chamber of Commerce, Inc., annual meeting, Hotel Pierre. Speaker: Henry H. Fowler, Secretary of the Treasury.

NEW YORK—Dec. 9—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Handbag Assn.; Field Office, Department of Commerce.

NEW YORK—Dec. 14—International Executives Assn., monthly luncheon meeting in cooperation with International Advertising Assn., Hotel Statler Hilton.

SAN JUAN, P.R.—Dec. 7—REEC 8th General Membership Meeting and Debriefing of the Puerto Rico IOGA Mission to Central America, Chamber of Commerce.

TALLAHASSEE, FLA.—Dec. 9—North-Central Florida REEC Meeting, 10 a.m., School of Business Administration Bldg., Florida State University.

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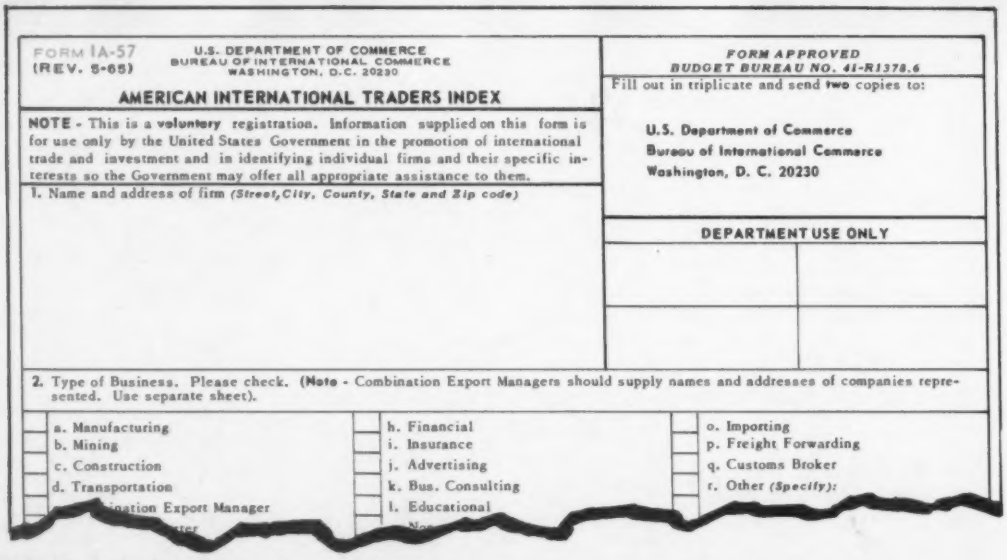

FORM IA-57
(REV. 8-65)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTERNATIONAL COMMERCE
WASHINGTON, D.C. 20230

AMERICAN INTERNATIONAL TRADERS INDEX

FORM APPROVED
BUDGET BUREAU NO. 41-R1378.6

Fill out in triplicate and send two copies to:

U.S. Department of Commerce
Bureau of International Commerce
Washington, D. C. 20230

NOTE - This is a **voluntary** registration. Information supplied on this form is for use only by the United States Government in the promotion of international trade and investment and in identifying individual firms and their specific interests so the Government may offer all appropriate assistance to them.

1. Name and address of firm *(Street, City, County, State and Zip code)*

DEPARTMENT USE ONLY

2. Type of Business. Please check. (**Note** - Combination Export Managers should supply names and addresses of companies represented. Use separate sheet).

a. Manufacturing	h. Financial	o. Importing
b. Mining	i. Insurance	p. Freight Forwarding
c. Construction	j. Advertising	q. Customs Broker
d. Transportation	k. Bus. Consulting	r. Other *(Specify)*:
[illegible]ination Export Manager	l. Educational	
[illegible]ter	[illegible]	

30,000 IA-57's for the new AMERICAN INTERNATIONAL TRADERS INDEX

Our electronic matchmaker gulps these forms by the mailbag full to digest the detailed commodity/country interests of U.S. international traders, for later mating with specific world sales and investment opportunities.

We have mailed more than 55,000 of them since mid-October to companies that have requested them.

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Have you returned it to us?

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If you need help with it, call any Commerce Field Office.

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